

at receipt

THE Publishers' Weekly

C. I. L.
MAY 11 1925
P. I. L.

The American BOOK TRADE JOURNAL

VOL. CVII.

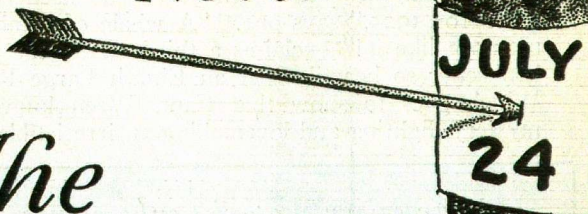
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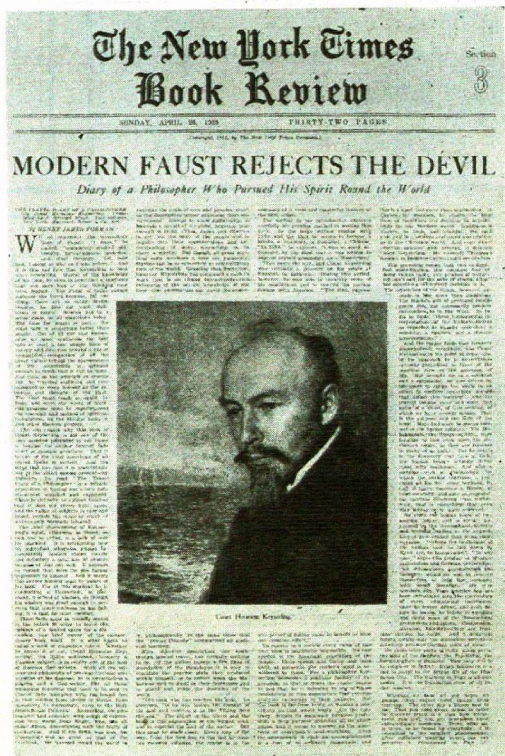
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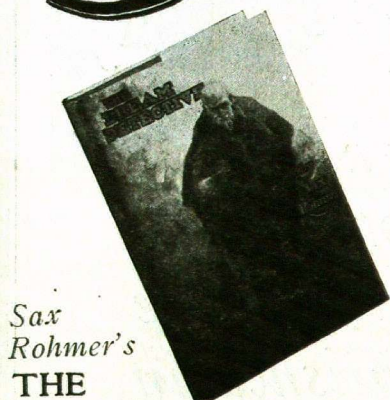
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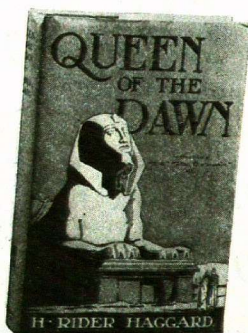
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5 "p i p s"

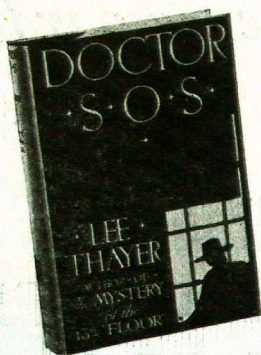
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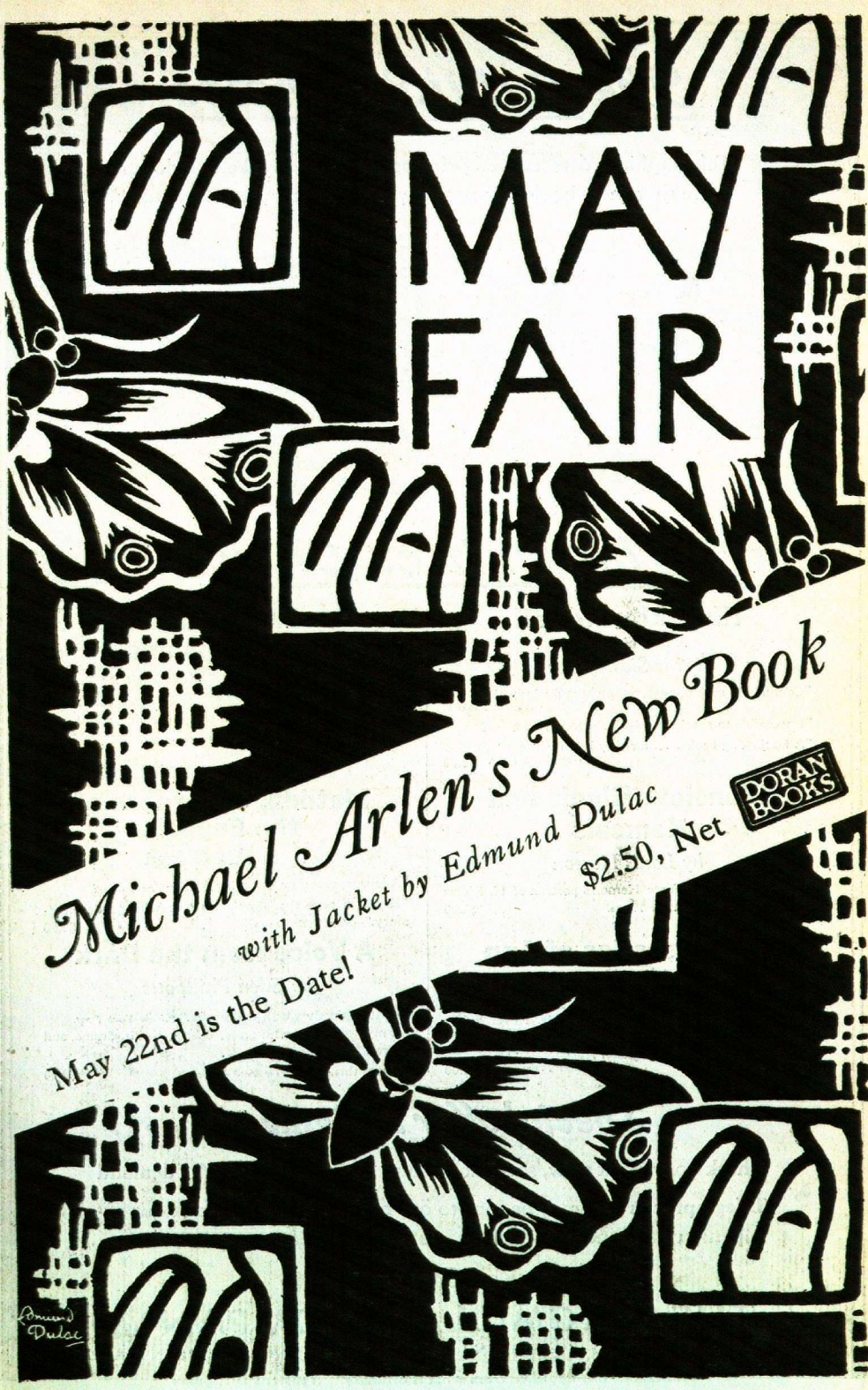


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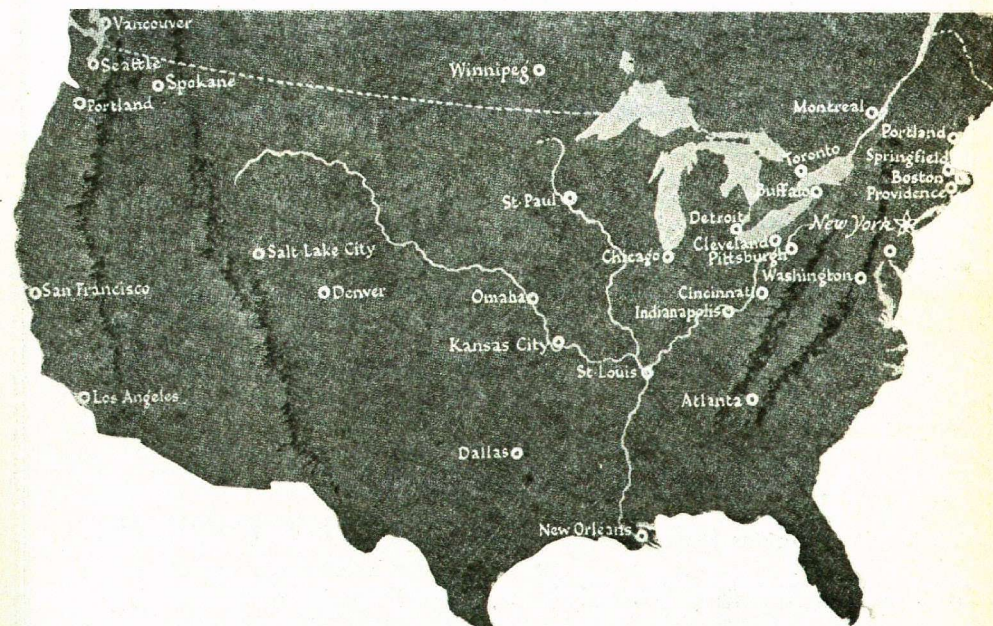
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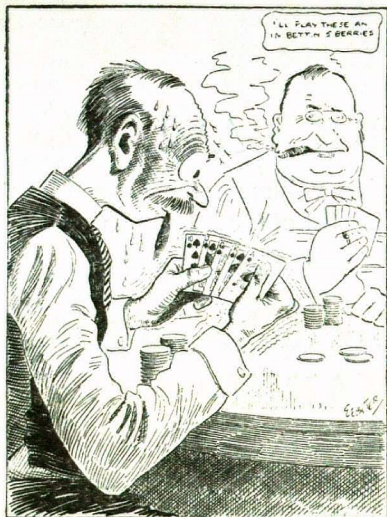
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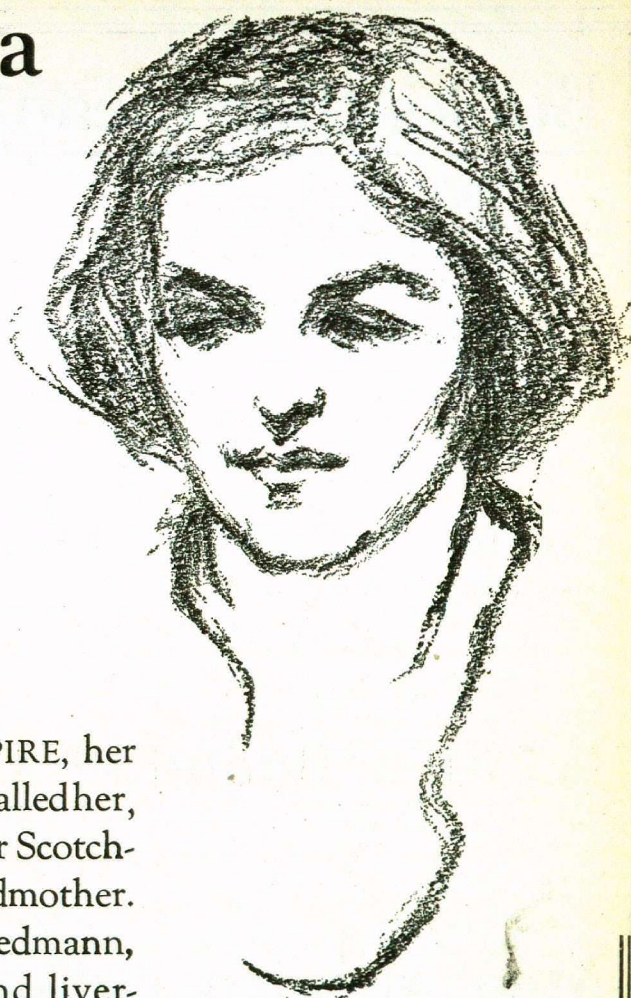
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by

ISABEL
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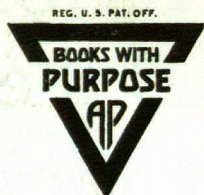
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MAY 9, 1925

Tying Up With the News

How to Connect Your Cash Register With the Newspaper
Telegraph Key

By John J. Mullen

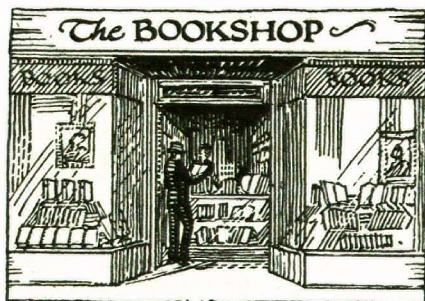
Sales Manager for Alfred A. Knopf, Inc.

FOR many years I have studied methods of selling books, many good and some bad. I have watched a bookseller clear away a pile of a hundred of a title in a few days and a bookseller in the next town put all five copies he bought of the same title on the mark-down table a few months later. And I have felt it to be part of my job to carry ideas from the first bookseller to the second.

One of the surest ways of increasing book sales, that I have studied, is that of tying up with the news, and I here submit a few practical suggestions based on some successful methods I have observed.

To start out with concrete ideas, what did you do when they opened King Tut's tomb? And when the British Labor Government was defeated? When Reymont won the Nobel Prize? When Bishop Brown was tried for heresy? When radio aeriels began to sprout all over your town? When Cyril Tolley came over to try to win back the golf cup for England? When—

To cut a long question short, what did you do? Did you sell more books on



Egyptology, the British labor movement, the religious controversy, radio or golf? Did you *sell* the books or were you pleasantly surprised when a few people came in and *asked* for those books?

"Tying up with the news" is simply taking advantage of the news-

paper headlines to attract public attention to your books. You are always on the lookout for methods of increasing the reasons why people should buy books. Tying up with the news is another—and effective—method of increasing the "occasions" for book buying—a potent stimulus to turnover. If you could give people a reason for buying a book a week you would be happy. The newspapers contain several reasons every day.

It would be really hard for the newspapers to publish a news item which could not be tied up to some book already published—this is only another way of saying, "There is nothing new under the sun."

If you could make people talk about a certain book every time they mentioned the weather, that book would have almost ideal selling conditions, wouldn't it? The next best thing to the weather is the news. It

seems to me that if you can tie a book up to the headlines, the editorials and the subjects which the men argue about going downtown and the women gossip about over the backyard fence—that book is going to move off your shelves. And if people were educated by the booksellers to feel that they must know what is going on, there would be more books sold.

Books are the news which is not in the newspapers. They are the rest of the story—they are the continuation for which the news reader is eager—in them is what the public wants to know.

Tying up with the news does not at all mean concentrating on ephemeral books—the oldest, the most classic, the most permanent books may get into the news as well as the latest books. In fact, the true test of a good book is the length of time it stays good. The book that ties up to the day's headlines is as likely to be found in *Everyman's Library* or other well-known collections as in the latest catalog. The book which has been most in the news in the past two years has been the Bible!

But tying up to the news is not a natural phenomenon—it doesn't happen by itself. It must be done—quickly, effectively, constantly. Those who do it successfully "tell the world" by reminding it of the news and of the books which fill out the news—and which they have to sell.

The first and most logical tie-up between a book and the news is the newspaper itself. While a news story is being run, it is in most cases easy to get small space right next to it. A few lines are enough. Frequent tie-ups to the news should mark your store in the public mind as being alive, up-to-the-minute—the one place where all the new books may be bought.

For example—when King Tut was getting into the newspapers for the first time after being dead many thousands of years, a two-inch ad giving the titles of a few books on Egypt and the name of your store should undoubtedly have brought more business. When Reymont won the Nobel Prize an inch ad would have been enough to sell "The Peasants." When Bishop Brown was being tried for heresy (or almost every week at present when the Modernist-Fundamentalist controversy is revived) a two-inch ad giving the names of

a few books on the subject, like Crapsey's "The Last of the Heretics" or Darwin's books in any edition, would have brought (and will bring) the church-going and thinking people into your store.

A simple ad can be composed on the following formula and run once a week: An interesting headline giving the subject of the news, a list of half a dozen titles, the name of your store and a slogan like "Books on every topic in today's paper." By this method of tying up to the news you really get a large display ad for the price of a couple of inches.

All the live bookstores have a regular mailing list and the same type of ad is reprinted on postcards to be mailed to this list or on leaflets to be distributed in the store. Those who deliver or sell by mail, use a folder or double post-card reproducing a newspaper clipping and giving a list of appropriate titles.

The live bookseller realizes that his window is the front page of his store. He ties up the news of the store with the news in the newspaper. He repeats and expands the headline, which the passerby has just read. He visualizes the tie-up and is not afraid to make it concrete. People always stop to read a clipping or look at a news photo—it is almost an instinct. One way to take advantage of this is to clip the papers—mount the clippings and hang them right on the inside of the window, with ribbons leading from them to the books you display. Write the headline on a two or three-foot streamer and hang it above the clipping. There are dozens of other ways which will suggest themselves to you.

Those who use these methods find it safest to be prepared for the news. They have lists of their stock classified on various live topics—they watch the publishers' ads and study the catalogs—they listen to the publishers' salesmen—they keep a complete and orderly file of *Publishers' Weekly*. They know the books they sell—have the books ready for the news—act quickly.

To be prepared, they read the news and have every clerk read newspapers carefully. Some clerk may some morning find the "lead" to the year's best business.

Local news is often just as important as general news. Events in town—anything

from a woman's club meeting on a certain subject, an historical celebration, a commercial club discussion or a civic agitation to an earthquake—all are book news. The theater, the radio broadcasting station, the concert hall, the movie house, the high school, the Rotary Club, the city hall and the church are making news almost every day and this news may be based on the very book that you have on your shelves.

Books and authors are very often news in themselves. When Anatole France dies or Walter de la Mare comes here to lecture or Ernest Newman to survey American music or Wanda Landowska to play

her harp or Cyril Tolley to wield his driver—their books are news.

What is it in a book which catches on? Nobody knows. It may be something deep and fundamental, which strikes an answering note, deep and fundamental, in many readers. Where there sounds no such chord, the next best thing is to appeal to what you know to be going on in people's minds at the time. No matter what else they may be thinking about, they are almost certainly thinking about the news—news is the common denominator of public interest and of book buying interest.

And remember—best sellers have to be both born *and* made.

A Thousand Words on Better Bookselling

By Albert R. Crone

JJOIN the American Booksellers' Association, because as your representative before the public and with the publishers it secures more help for you and your business than many times the cost of membership. Incidentally, attending conventions will also repay you in increased prestige with your profession and as a short course in bookselling. The Association will also bring you ideas and helps of great usefulness thru its bulletins.

2. Let every member of your staff have individual subscriptions to the *Publishers' Weekly*, for it provides the best and most complete contact with every available phase of current bookselling. With bookselling education still in the embryo stage the *Publishers' Weekly* remains the best all-round printed schooling your clerks can have.

3. Provide yourself and each member of your staff with the essential books of current bookselling value of the kind that can be utilized by the sales clerks. This means chiefly "The Bookman's Manual" by Bessie Graham. An understanding of the merchandise the clerk is to sell is the big job ahead of each clerk, and these essential books about books are invaluable. Additionally your store should be equipped with such essential reference tools as "The

U. S. Catalog," "The Trade List Annual" and as many other bibliographies as your business and your purse can buy. Many a sale follows the ability to find and get books. Finding the books that are hard to find for your customers results in plus sales.

4. Having classified your stock on the shelves of your bookshop, so label these classifications that the prospective book purchaser may easily identify the sections, and may buy with the least inconvenience and interference from the sales force. A classified stock well labeled so that the customer can "find his own" is good plus selling.

5. Utilize all that you possibly can of the posters, signs and display material of the National Association of Book Publishers. They are attractive, suggest book uses and reasons for book ownership. Also they are cheap. Spend a little time and money in framing and placing them. These, also, were built to get the plus sale.

6. Change your windows frequently and make them interesting by tying them up with current events. Also link them with the inside of your shop by having a table display that repeats the message. Keep all your tables new and different each day, or week, or as frequently as is possible. There ought to be surprises in your

stock and your store's appearance—and people will begin to come in just to see what's happened and remain to buy another book.

7. Use your postage stamps for salesmen. See that every envelope that carries a bill, letter or other piece of mail matter also carries the best piece of book advertising material that you have, along with it. Make the postage stamp carry its full 2 oz. or 4 oz. of material—but don't jam in a lot of unassorted and hard-to-handle sheets. Remember the people your bills and letters, etc. are going to are a picked group of folks interested in you, your shop, and books. They are what advertisers call "quality circulation."

8. Remember your mailing lists and keep them alive. Better assign some one definitely to the job of putting a certain amount of time into caring for your mailing lists. It is just as important as, and just as creditable as, taking care of store and stock. Many people have successful mail businesses in books and no store. Your store can back up your mail campaign, and your mail campaign will feed more business to your store and your floor clerks.

9. Remember your advertising appropriation is very limited (2% of your gross sales). Avoid *too* much newspaper space. Search the trade for the best imprint lists of monthly, seasonal and special interest books and keep a steady book list service going to your mailing lists. It's the cheapest advertising—it's also the most effective. Get the names of your customers when they buy a book and the name of the book they buy, and add that information to your selling on the floor and in the mail.

10. Try to get your local paper to allow you, or your sales clerk or some selected outsider to run a Book Review column. Then keep in touch with it. You ought to be enthusiastic enough about books to make your newspaper see how interesting books are to its readers.

11. Get such special and useful book lists for your store that you can go to libra-

rians, Boy Scout leaders, preachers, etc., and have them distribute them for you, under your imprint. They'll do it if you have the right lists. You have to get advertising and get it cheaply—this is the road. Constant and continuous aggressiveness in bookselling is the road to more bookselling. You can campaign so if you have the personality.

12. Organize your sales force for community contacts. Assign one clerk to library contacts, another to church contacts, another to women's clubs contacts, yourself to civic groups contacts. Form a sort of contact committee and hold a committee meeting once a month to report activity. If you believe books belong in a community and your bookshop is a community institution you'll not be meeting them as peddlers but as representatives of a civic and social institution.

13. With this organization by committee as the basis, and your monthly committee meetings as the occasions you will be forced to plan for the proper books for specific needs. To plan these you'll all need to know more about books and that necessity will cause you to become more expert about your merchandise and how to market it.

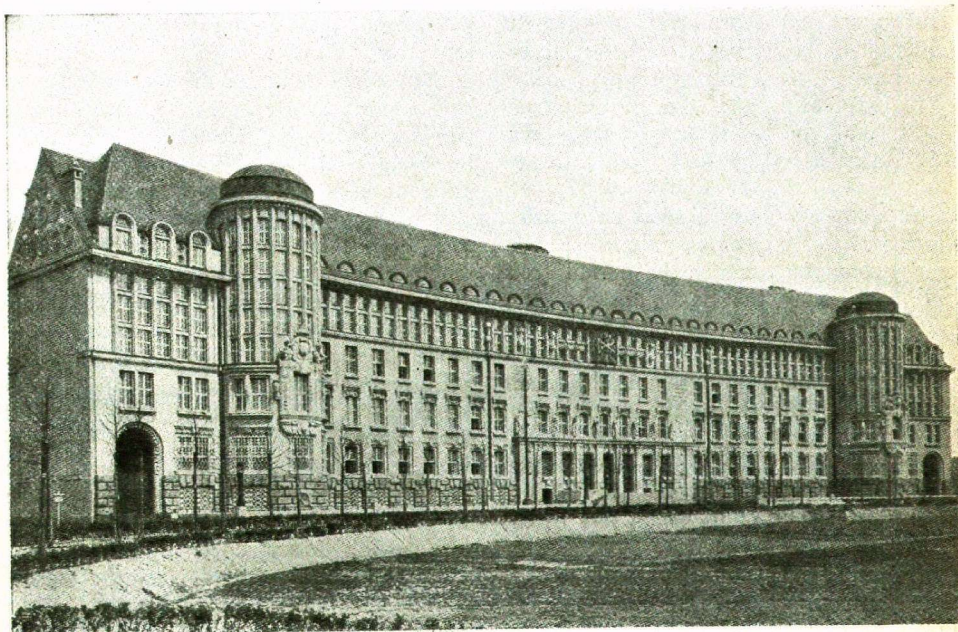
14. Discuss your store finances with your staff. Let them know the whole problem even down to your profits. Then establish a bonus system of award that will provide the financial urge to make them all eager to study their trade tools and develop their special contacts.

15. Adopt a simple yet comprehensive system of store records that will let you know month by month how your business is going, what departments are going best and what response any department makes to your special promotional efforts. It is important that you know definitely and do not guess that one given department is doing better than another. For, you will then be guided toward giving more space, more attention and more effort to the successful department as well as to investigating your selling methods as applied to the slow moving department.

How the German Book Trade Is Organized

By Erich Posselt

Manager, Atlantic Book and Art Corporation



FACADE OF THE HEADQUARTERS OF THE GERMAN BOOKSELLERS IN LEIPZIG

IT is a well-known and rather universally accepted fact that the German book-trade and its methods are saner and sounder than those in many other countries. But in order to understand what is of the greatest interest to American publishers and book dealers, namely those branches of the German book-trade known respectively as "Kommissions-Buchhandel," "Barsortiment" and "Grosso-Buchhandel," it is, no doubt, necessary to give at least passing attention to the development of the German book-trade in general.

Outwardly three sharply defined periods can be designated:

(1) The time from the invention of the art of printing to the time of the reformation when printer, publisher and retailer were one and the same person.

(2) From the reformation to 1765 when the fair trade and the exchange trade

helped bring about the separation of the printer and the publisher.

(3) From 1765 to our days, the organization of the book-trade in the modern sense, the separation of publisher from retailer, the organization of the commission-trade, the definite establishment of Leipzig as a distribution center, etc.

In the earliest period the publisher and printer of a book was also the one who sold it to the public. Whenever it was impossible to sell a sufficient number of any given title at the place of publication, publishers would send traveling salesmen (then known as "Diener" or servants) throughout Germany to sell books directly to the public. But even then independent book dealers known as "Buchfuehrer" (book-keepers) bought up books from the publisher and in turn sold them to the public. Such purchases were made at fairs held in large cities such as Frankfurt and Leipzig.

In the second period publishing and printing had become independent of each other, and were distinctly different enterprises. Simultaneously publishers began to inter-exchange their books, a procedure which was called "verstecken" (barter). But even then the publisher was his own retailer.

During the eighteenth century, when the production of books began to grow, it became apparent that this rather primitive way of marketing books was no longer expedient, and the exchange of books was gradually replaced by the actual purchase against cash of desirable books by retailers who no longer published their own titles. Soon the importance of Leipzig as a center was realized, and during the period from 1765 until today the Saxonian city, step by step, developed into the hub of the German book-trade.

The tremendous growth of the trade can be traced directly to the development of what was and still is known as the "Kommissions-Buchhandel" (commission-trade) or the "Konditions-geschäft" (conditional business). This began late in the seventeenth century, when new books were sent to the various publishers and dealers, marked either "pro novitate" or "à condition."

These books could be returned to the publisher; the return usually had to be made at the next annual fair. By this method every dealer was able to carry a rather complete list of the important new books. While this system, due to modern economic stress, has been somewhat limited during the last few years, it is even now of the utmost importance.

Another factor of tremendous significance for the organization of the German book-trade was the founding in 1792 of the first union of book dealers. In 1825 the "Börsenverein der Deutschen Buchhändler" rose upon the wreckage of the first society which dissolved because of personal friction. To-day every book dealer in Germany belongs to the "Börsenverein," and is held strictly by that organization to certain rules and regulations governing the sale of books from the publisher to the retailer and from the retailer to the public. If a retailer cut prices he could not thereafter buy at wholesale rates.

In the course of time, publishing enter-following table:

prises sprang up in all parts of Germany, Switzerland and the former Austrian-Hungarian Monarchy. But since most of the buying was done at the Fair in Leipzig, it proved to be expedient for every house to have a representative in that city. And out of this necessity was created the middle-man of the German book-trade known as the "Kommissaer" or commissioner.

Nowadays, the publishers produce the books, and the retailers sell them to the public. However, the yearly production is so great that it is impossible for the retailer to keep everything in stock. If a customer, therefore, desired a certain book, the retailer might, of course, write to the publisher who could forward the book in question to the dealer. This, tho, would involve a tremendous amount of work since, in the course of a single week, the retailer might have to order a hundred or more books from a hundred or more different publishers. Instead, this is simplified by "order slips" which he sends twice or three times weekly to his commissioner in Leipzig who not only represents him but possibly a few dozen other dealers.

Each publisher on his part has also a commissioner in Leipzig to whom the representative of the retailer may refer his specific orders. At this point the book dealer's union steps in to expedite matters further. The retailer's representatives simply turn over to the "Bestellanstalt" (order institute) in Leipzig all their order blanks which are there assorted and assigned to the various publishers' commissioners. While this system may appear cumbersome to the layman, it has been found that the work of assorting, which up to the foundation of the "Bestellanstalt" required 76 employees could then be handled entirely by four persons.

The representatives of the publishers send the books to the commissioners, and they, in turn, ship them once or twice a week to their customers—thus saving time and postage. The shipment of books to and from Leipzig has become so tremendous that special book cars have been provided on the various trains. The railroad companies carry them at express speed but at freight rates.

The vast number of books shipped out of Leipzig in this way is shown by the

To Aachen	49,000 kilograms per year		
" Basel	1,401,700	"	"
" Berlin	11,042,500	"	"
" Bielefeld	55,000	"	"
" Bremen	274,000	"	"
" Bremen (for export)	505,000	"	"
" Breslau	622,000	"	"
" Cologne	275,000	"	"
" Dortmund	226,000	"	"
" Dresden	760,000	"	"
" Duesseldorf	525,000	"	"
" Elberfeld	219,000	"	"
" Essen	281,000	"	"
" Frankfurt	825,000	"	"
" Hamburg	1,552,000	"	"
" Hanover	173,500	"	"
" Lindau	302,300	"	"
" Magdeburg	155,000	"	"
" Mannheim	101,000	"	"
" Munich	1,781,900	"	"
" Nuremberg	172,000	"	"
" Prague	198,000	"	"
" Stuttgart	2,938,000	"	"
" Vienna	1,165,700	"	"
Total	25,365,000	"	"

Once or more a year, but usually at Easter time, a general accounting of the books sold thru the publishers' Leipzig commissioners to the retailers takes place. The commissioner then either returns to the publisher what he has not been able to dispose of during the preceding year, or takes it over anew. This final accounting is held at the "Book dealer's house."

The actual payments are made in the same way as in a clearing house; that is, the various sums owed by one dealer to the other are balanced against each other, and only the surplus is paid out in cash. More recently it has become the custom for retailers to pay semi-annually or quarterly, a so called "cash account system" necessitated by the general shortage of money.

Side by side with the commission system exists another one, known as the "Bar Sortiment" (cash jobbing). Today there are only two important firms representing this type of business in Leipzig. They buy from publishers large quantities of books which they frequently bind at their own expense. Thru their extensive purchases they are in a position to sell to the retailer at publisher's prices, and because of their tremendous stock they are able to give good service.

The third and last category are the "Grosso" dealers, also jobbers, whose activities are limited, however, to a particular kind of book and periodical: i. e., calendars, popular fiction, school books, etc. They cater not so much to the regular book-trade as to stationers and other enterprises which do not handle books exclusively. Like the "Bar-Sortiment" they buy large quantities from the publishers, either against cash or against short term credit. And they sell, as a rule, at the publisher's net price plus a profit of five per cent.

In conclusion it can be said that the importance of Leipzig as a center for the German book-trade cannot be overestimated. It expedites the relations between publisher and retailer, and by bringing them to a point of efficiency never before reached, it fulfills a task of the utmost importance to the literary world.

Notable Transfer of School Books

NOBLE & NOBLE, publishers of educational books at 76 Fifth Avenue, New York, have just taken over the plates, publishing rights and stock on hand of more than a hundred and fifty titles formerly issued by Hinds, Hayden and Eldredge. The list includes all the Speakers, The Debate Books, the series of Questions and Answers, Chase & Stewart's New Latin Texts, twenty-five volumes and Pearson's Speaker Series, thirty-two volumes. This transfer, while adding important items to the catalog of Noble and Noble, places the other house in a freer position to develop and push the lines they have decided to retain.

It is interesting to note that the original founder of both concerns was Arthur Hinds who started as a trader in second-hand school books in the Cooper Union, New York, back in the early nineties. Later Mr. Hinds was joined by George C. Noble and the business was conducted as Hinds & Noble for many years. In time a separation came which finally developed into the two houses of Hinds, Hayden & Eldredge and Noble and Noble. Mr. Hinds retired from business seven years ago, his place having been taken by a son. Another corporation that developed from the original roots is the firm of Barnes & Noble, dealers in new and used educational books.

"Nobody Sent Us Books," Moans the June Bride as She Goes Over the Gifts

A Display Reminder for the Bookseller

By Ernest A. Dench

MUCH as we hate the rôle of eavesdropper, we couldn't help but assume it. We were standing before a bookshop window taking notes on it, for it was a very attractive display. Right behind us stood two young women conducting a mild kind of debate as to what gift to buy.

"I know Jess better than you do. If she is going to make a fizzle of her married life, it will be because of her atrocious cooking. I've sampled it, Madge, up in her rooms when she was "baching." I'm going to give her a good cookbook."

"Have it your own way," exclaimed her friend, "for my mind is fixed on a set of Dickens. Went over their new home the other day and when we reached what the newlyweds call 'their library,' it was easy to see where Jim's interest in the home is centered. Jess, too, is 'bookish' enough to back him up on this library idea. Living in rooms, they have known little home life since coming to New York, and a library has been one of their ideals."

Our window notes concluded, we didn't linger, for what we had heard was enough to substantiate our contention that there are two main classes of gift buyers. 1. The practical minded. 2. The person who likes to clothe her gifts with romance.

Poor Batting Average of Bridal Book Trims

We can always bank on seeing hundreds of attractive June Bride displays if we get out on the road in late May. Last year was no exception to the general rule. As usual, departmental stores led the race for sheer variety and originality in their displays, with generally two or more beautiful trims devoted to wedding needs. Furniture stores came next, with florists

a good third. Jewelers were fourth in line. Hardware and house furnishing stores tied for fifth. Electrical stores competed for the sixth place. Stationers made the grade for seventh position. Automobile dealers were eighth. Gift shops came ninth. Among those that "also ran" were the booksellers.

Admittedly they cannot possibly hope to excel the department stores or furniture establishments in appealing to the June bride because of the latter's superior display facilities, but it will be noticed that the florists are third on the list. Most florists have only small windows—one or two at the most—yet they don't permit the grass to grow under their feet. Agreed, too, that the florist plays an important part in the home or church wedding, while they are more plentiful in numbers than booksellers.

But in striving to give booksellers the best possible showing, we counted the bridal book displays by department stores, stationers, newsdealers and druggists we saw on this trip, which covered several hundred miles and at least a dozen cities and towns of sufficient population to support two or more strictly bookstores. Even then we found that of the eight bridal book displays, five were arranged by retail outlets outside of the book-trade.

What the Practical Person Buys

Is it then any wonder the practical-minded person usually makes her gift choice from kitchen utensils, electrical household appliances, garden tools and the like? Unless she is a "bookish" person, a cookbook will rarely occur to her. And a cookbook is not highbrowish by any means, all of which goes to show that in her window shopping tour to pick out a suitable gift, the bookstore windows have failed to impress her.

Clothing Her Gifts with Romance

The person who likes to clothe her gifts with romance is generally the one with an artistic streak, which finds expression in art pottery, bric-à-brac, oil paintings, a period phonograph, a sun dial for the garden, parchment floor and table lamps, a chiming clock, a Chinese dinner gong, and so on down the list. This type of individual usually has good taste and is fond of good books, yet sets of the classics (which have enough romance to satisfy anybody) rarely appear on her shopping program. It is not a case of money with the artistic donor as a rule; a few dollars do not stand between her and the gift she seeks. Nor can it be said that she (it is generally a woman) knows little of the literary tastes of her friends. She must have some idea of what these are, for if she were not a good friend of the couple, she would not be making the gift—and friends seldom or never eschew discussion of literature, the theater and the arts in general. The reason she doesn't instinctively think in terms of books is just because the bookseller makes no bid for her patronage.

Why Not a Bridal Book Shower?

There are those, of course, who have only a few dollars to spend on a present for the newlyweds; and ordinarily a set of the classics is beyond their means. The bridal shower is a typically American institution, and it usually runs to linens and other house furnishings, but sometimes it takes in other articles, if it is well known what the bride has a keen desire to possess.

Suppose the bride wants a set of Shakespeare or Dickens. The friends can get together and each buy one volume apiece, and possibly throw in several cookbooks for good measure.

Much praise is, therefore, due the W. K. Stewart Co., Indianapolis, for promoting this idea in a timely window display. The background was that of a painted poster of books, surrounded by roses, and worded in this vein:

"We suggest a book shower for the June bride." Painted at the bottom of the poster was a large wedding ring, to which were attached pink, blue and white ribbon streamers, which led to books (both classical and modern) appealing to diverse tastes, scattered about the floor with studied carelessness.

The Library Setting

We have often thought that a display that would go over big would be one made over as a library setting. The booksellers' display facilities are limited, so the library atmosphere might be conveyed by a sectional bookcase placed along the background, and filled with several sets of the classics in different bindings. Down in front place a sign:

"Remember not so long back, when Rose was talking over her dream home and that wonderful library she was going to have?

"Remember, too, her mentioning a set of Shakespeare?"

From the card run white satin ribbon streamers to the set of Shakespeare in the bookcase. At each front side introduce some cookbooks, and excuse the practical intrusion with a smaller card, captioned as follows:

"Her taste for good books is already cultivated.

His taste for good meals is equally important.

One of these cookbooks will help domestic happiness."



Good Display Company for Books

The Mills Company, Sheridan, Wyoming, sells stationery and gifts in addition to running a full-fledged book department. With but one show window at its disposal, it had all three departments represented in its bridal display. To the credit of J. F. Walsh, display manager, it must be stated that books came in for a goodly amount of attention.

The wedding atmosphere was present on a lavish scale. This was got by draping the rear with white cloth in curtain drapes. A series of steps lead to an altar. Three kewpies were appropriately attired for the respective parts of bride, groom and minister in crêpe paper costumes. A few choice wedding greeting and congratulation cards, books, framed pictures and wedding stationery, interspersed with little fern sprays, made up the balance of the objects on the steps.

The Sweet Girl Graduate

Another person who shares distinction with the June Bride is the Sweet Girl Graduate. She, too, is often unconsidered in June book displays. What a leading

Cincinnati, Ohio, departmental store did last June, the bookseller can also do, for the display was not too elaborate for the latter to duplicate. The central decoration was a wooden pedestal, draped in black velvet, which was twined around it, continued out from the pedestal and trailed about the floor. On the black velvet drape as it left the pedestal was a pile of diplomas, tied with white silk ribbons. A handsome volume of "The Girl Graduate" reposed nearby. A black vase topped the pedestal, and in this vase was a beautiful bouquet of lilies of the valley. Other suitable books, all pertaining to schoolday memories, with such titles as "Friendship," "Memories of the Graduate," "School Girl Memories," etc., were distributed about the floor at the sides.

We have indicated several practical ways and means of appealing to the June Bride, her friends and relatives, and if some (or at least one) of these form the basis of several timely displays from late May until mid-June, it will be found that some book sales will be made that would otherwise go in other gift merchandise directions.

The Place of Trade Associations

By Ellis W. Meyers

Executive Secretary of the American Booksellers' Association

IT has always been necessary for men to combine in order to further any movement, whether in war time or peace. "In union there is strength," a motto old as the hills, but one that remains everlastingly true.

At first combinations were made by warriors for conquest, and by others for protection. When organized trade began, even at its birth, we find the guilds, formed for the furtherance of industry. At one time guilds played very important parts in the lives of nations, and to-day, we have an outgrowth of them in the labor unions. These unions are formed to protect employees, and guarantee them their rights. The public is benefited when the workingmen and women receive better pay and have better working conditions, but the unions do little more than act as a

peace agency between capital and labor, and do no constructive work directly for the rest of the people. This work is left for the trade associations to do. These associations are formed to further industry in general, and, not only are the employees aided by their activities, but the employer and ultimate consumer also reap benefits.

The work of trade associations is divided into two parts: to promote the welfare of the trade, prevent trade antagonism, solve problems of cost and price between the manufacturer and the dealer; also to find new ways and means of disposing of the product, educating the public as to its various uses so that the consumer buys something that will be of practical value and, therefore, uses more of it to his own advantage. More of every worth-while product is being sold daily, the increase of

sales exceeding the increase in population. Evidently the buyers are all using more goods and they must feel that they are getting their money's worth or else the total sales would not keep increasing. The public is satisfied, the dealer sells more merchandise, and his employees benefit; the manufacturer and wholesalers sell more and their employees receive their share as well.

Let us see what it is that makes the wheels go 'round in the book-trade. There are two trade associations in this business. One, the National Association of Book Publishers, has been carrying on an educational campaign for some time, and is giving the bookseller practical suggestions for getting more business. It has printed and distributed a great deal of advertising matter for the trade. In addition to this, contacts have been made with such organizations as the American Federation of Women's Clubs, Rotary Clubs, Boy Scouts, etc., and these organizations have featured reading and the ownership of books. Full value cannot be placed on the work that has been done by the Association as there is no way of checking up from the sale of books on hygiene, for instance, to find out how much of that sale is due to the publicity given to health books by the various organizations that have featured them. Of one thing we may be certain and that is that publicity of this sort *does* get results in more business. When the public is continually reminded of a certain product thru many channels, the name of the product soon becomes firmly established in its mind and there is little likelihood of its ever forgetting it. The very attractive posters and cards that the Publishers' Association has printed and distributed, and the many organizations which, because of the association, have featured book ownership and reading have all added their share to the good derived from this campaign, and, each time a new poster or card or a new piece of publicity appears it is sure that somewhere in some way there is going to be an increase in book sales.

The other organization is the American Booksellers' Association. This month this association will celebrate its twenty-fifth anniversary. Looking backward we find it working for such reforms in the trade as the establishment of net prices, the secur-

ing of larger discounts, the fostering of newspaper publicity, Children's Book Week (a great publicity idea), and the inspiring talks on books from pulpit and platform (in which field they have cooperated with the Publishers' Association).

It can readily be seen that the two associations have done a great deal to aid the trade. Between them they have been responsible for a great campaign tending to educate the public, and because of them publisher, wholesaler and bookseller are working in closer cooperation.

The work has really just started. Like a snowball rolling down hill it gets bigger as it progresses. Business conditions are certainly much better today than they were some years ago when more booksellers left the business than entered it. It is also true that more books are being sold and some part of the non-reading public has joined the ranks of the readers. There are some reforms still to be made and there is a very large portion of the public still to be interested.

Continuing campaigns are under way to sell more books to readers and non-readers alike. The Publishers' Association is "carrying on" with its powerful publicity and its contact work with churches, clubs, schools, libraries and social and business organizations. The booksellers are planning a nation-wide radio publicity campaign, a new and elaborate service for their customers so that books can be sent from city to city by telegraph (which plan will carry no little publicity with it) a sales and advertising advisory service, a package clearing house, a direct-by-mail advertising plan. In cooperation with the other association a great deal of good publicity will be obtained so that when little Willie has a birthday, when Mary is graduated, when Phil and Helen get married, when cousin Grace goes on a trip, and when the holidays arrive, the public will think of BOOKS, BOOKS and MORE BOOKS.

Those persons in the trade who do not belong to one or the other of these associations should join them. The benefits to be derived from their work are many. Everyone, member and non-member, sellers of new books, secondhand books, old and rare or religious books, is already receiving a share.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyppoldt

EDITORS

R. R. BOWKER

F. G. MELCHER

May 9, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Twenty-Five Years' Growth

IT is very encouraging to find that the American retail book-trade reaches its twenty-fifth year of organized effort at the time when optimism is the keynote. Better books are being written here; publishing is in better condition; old bookstores have developed and new bookstores have started; and, where a few people were gathered together twenty-four years ago in a small New York hall, there are now several hundred gathering in Chicago who will come from half the states of the Union.

At such a time, occasion should be found to credit the founders of this Association with their vision and persistency in pushing forward, and, at the same time, a look should be cast ahead with a realization of the great amount to be done if book distribution is to be anything like what it should be. Some of the outstanding features of the twenty-five years have been the establishment of the net price system, which was the reason for the movement; the investigation into the cost of retailing that justified larger discounts and made bookselling profitable; the appearance of new agencies of distribution with the special bookshops of all kinds; the sounder development of the department store; the improvement of religious bookstores, etc.; the development of direct selling so that textbooks, law books, medical books, reference books are largely sold direct to the consumer, leaving the bookstore with the responsibility for general literature.

Other important features have been the

appearance of women in the field of book-selling, not only as salesmen but as managers of large stores and originators and promoters of special types of selling; the coming of the National Association of Book Publishers in 1920, with its energetic organization of the publishing industry, bringing the publishers together in unified programs; the development of the book campaigns thru the support of the National Association of Book Publishers and the coöperation of the booksellers and the many other national groups interested in the use of books; the development of the public library movement, which has made tremendous strides during this quarter-century and which will next year celebrate its fiftieth anniversary (its programs include the general encouragement of the use of books and broader reading for all people, which makes it the big missionary organization of books and reading); the new attitude toward general reading in all the schools from elementary schools to colleges and the organization of the College Bookstore Association to increase the efficiency and effectiveness of those who serve the college community; and, finally, the appearance of organized training for bookselling, including Miss Graham's pioneer course in Philadelphia, the courses during the last two years in the College of the City of New York and the announcement of a year's course in Simmons College, Boston, beginning next fall.

Such things make the quarter-century one worth careful review and study and point to the fact that all these efforts are now culminating to make the next quarter-century an epoch-making period.

O'Connell Honored

HONORABLE DAVID J. O'CONNELL, Congressman, was given a testimonial dinner of an extraordinary character at the Hotel Commodore on April 23rd, at which over 1,000 people sat down. The initiative came from the Gold Star Mothers' Association, which considers that he has done extraordinary service in representing the interest of the soldiers in Congress. Among those present were Senator Copeland and Mayor Hylan. O'Connell was hailed as the possible successor to Hylan in the mayoralty chair.

Publishers' Association Moves

FOR the second time in its five years' history, the National Association of Book Publishers has enlarged and improved its quarters, and is now to be found across the street from the old building in what is known as the Astor Court Building, 25 West Thirty-Third Street, facing across to the Waldorf-Astoria. The connecting offices have been very carefully planned to take care of the conference room; the office of the executive secretary, Marion Humble; the business executive secretary, Robert McGlaughlin; and the shipping room needed in connection with the year-round campaign. The location is extremely central for the publishing interests of New York, and can be reached quickly from almost any direction.

Our English Guest

BOOKSELLERS gathered in Chicago will be particularly pleased to be able to welcome to the conferences the official representative of the Associated Booksellers of Great Britain and Ireland, Basil Blackwell of Oxford. Mr. Blackwell's name will be familiar to all. The famous retail bookshop, which his father built up in Oxford and which he inherited last year, is known wherever books are sold. Besides, he has, on his own part, made a name for the Basil Blackwell imprint, and his catalog of publications an extensive and scholarly list, and in this country, D. Appleton & Company have represented his firm by handling those books most suitable for the American market.

When the English booksellers held their convention last year in Oxford and a representative of the American Booksellers' Association was there as delegate and guest, Mr. Blackwell was one of the hospitable local committee and himself conducted the interesting hours in the great Bodleian Library. Besides being a guest of our convention as a whole, the College Bookstore Association will feel a special and personal interest in Mr. Blackwell's coming, as Blackwell's store in Oxford is the best-known example in the English-speaking world of what a bookstore can mean in a college community.

The Short Span of Our History

JUST the other day, the Society of Daughters of the American Revolution in New London made a pilgrimage to East Ford, Conn., to visit Sarah Bosworth Bradway, whose own father served in the Revolution and fought in such famous battles as those of Long Island, White Plains and Port Washington. Mrs. Bradway is 107 years old. Such an incident gives dramatic illustration of how relatively short is the history of our country and makes even more spectacular the story of the changes that have occurred since the little group of Atlantic states struggled to find some basis for separate existence. The whole story of the beginnings of our nation will be retold again and again during the next few years, and it is most important that there has been so much reinvestigation of the subject, and that speakers and writers who are called upon to address public meetings and clubs will find material of much more complete and accurate character than was available at the time of our celebration 50 years ago. If booksellers can help bring this new material into wide reading there will be a better understanding of what these early struggles were.

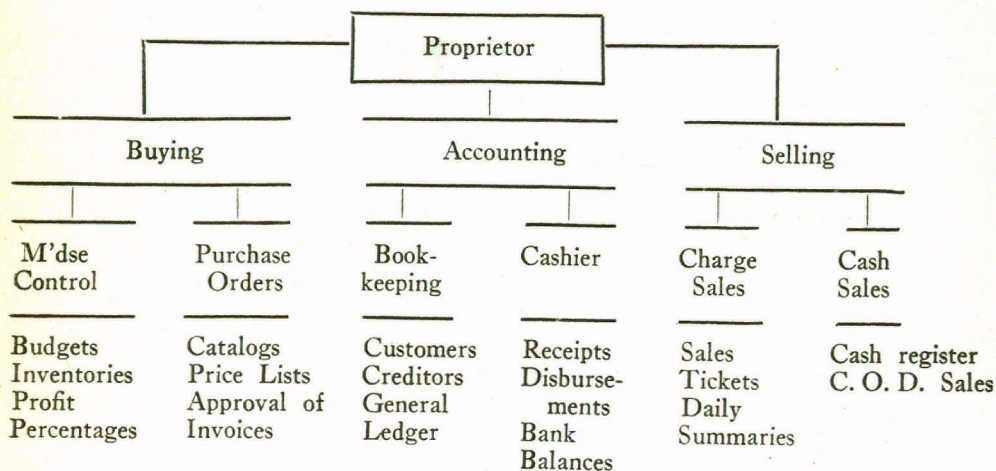
Invitation from St. Louis

THE A. B. A. may feel that it has reached a new plane of success when it finds that its Chicago meeting is approached by a pre-organized committee soliciting the next convention. There will be present from St. Louis the officers and representatives of the St. Louis Convention Committee, with Edwin I. Hyke as chairman. The Committee is prepared to extend a cordial invitation to have the 1926 convention in St. Louis. They say it is time the booksellers crossed the Mississippi, that there are things there they need to see, that even a look at the Mississippi River would do an eastern bookseller good. They suggest that the hotels can offer rates that will surprise those who have talked in terms of New York and Chicago hotels, and their word that the convention details will be taken full care of is vouched for by eleven names representing the active book-trade of St. Louis.

Accounting for Bookstores

Ninth Lecture in Bookselling Course

ORGANIZATION CHART OF LARGE BOOKSTORE



THE ninth lecture of the retail Book-selling Course at City College, New York, was on accounting and was delivered by DeWitt Carl Eggleston, C.P.A. The greater part of his period was given to constructing charts which, in their finished state, are printed in this number of the *Publishers' Weekly*. These charts, as they stand, are self explanatory but a few formulas and statements of Mr. Eggleston's may be of aid in putting the charts into use.

Connection with a bank permits the use of canceled checks as receipts for paid bills and afford the best possible protection for your money.

Each period's overhead should be charged to that period. That is, rent of \$1800 per year should be divided into a monthly charge on the overhead account of \$150; depreciation on equipment should be allowed 10% per year, charging 1/12 each month.

Sales, less gross profit = Cost of sale.

Gross profit on sales, less expense of doing business = Net profit.

Final success is measured by the net profit.

CHART OF GENERAL LEDGER ACCOUNTS

1. Accounts Payable (controlling acc't.)
2. Accounts Receivable.
3. Capital of Proprietor.
4. Cash.
5. Cost of Sales A. Dept.
6. Cost of Sales B. Dept.
7. Cost of Sales C. Dept.
8. Discount on Sales.
9. Discount on Purchases.
10. Drawing Account of Proprietor.
11. Furniture and Fixtures.
12. General Expense.
13. Merchandise Inventory A Dept.
14. Merchandise Inventory B Dept.
15. Merchandise Inventory C Dept.
16. Notes Payable.
17. Prepaid Insurance.
18. Reserve for Depreciation.
19. Sales—Dept. A.
20. Sales—Dept. B.
21. Sales—Dept. C.
22. Profit and Loss.

[See also page 1573, column 1]

For Our Bookish Readers

SPEAKING of books, did you ever hear the story about the man who went into a Fifth Avenue bookstore and asked for a book, the name of which he had forgotten?

"The name's slipped my mind," he told the clerk. "It's about monks—a friend recommended it to me."

"Is it Stevenson's 'The Black Arrow'?" suggested the clerk.

"No, that isn't the name," replied the prospective customer.

"Perhaps it's 'The White Company'—Conan Doyle's novel," suggested the clerk, who was unusually helpful.

"No, that isn't it."

"John Inglesant'?" asked the clerk.

"No."

"The White Cowl'?" he asked again.

"No," said the customer, still perplexed.

"It is 'Tarzan of the Apes,'" he added suddenly, hitting on it with a glow of satisfaction.—New York *Evening World*.

Guilty of Selling Obscene Books

THE Post Office Department brought into the Federal Court in Cleveland Edward H. Otting, bookseller of Warren, Ohio, who was sentenced April 27th to pay a fine of \$300 for distributing indecent literature. Also, Edward Marvin of Cleveland and Joseph F. Gepfert, formerly of Cleveland but now living in Detroit, were fined \$100 each on a charge of aiding Mr. Otting. Mr. Otting is a man of seventy-three and Gepfert sixty-three.

According to Post Office Inspector Angier, Gepfert and Marvin printed and sold to Otting a book called "The Merry Muses," purporting to be the work of Robert Burns. Otting admitted having distributed this by mail together with other books, such as "The Romance of Violet," "Only a Boy" and one alleged to have been translated from the Sanskrit. Otting, in his plea to the court, said the demand for the indecent literature came from prominent people and professional people. The judge let them off with small fines on the promise to have no future dealings in this type of literature.

A similar case is coming up this week against Joseph G. Williams and Richard G. Badger, both of Boston.

Purchases			Exp's.	Accts. Rec.		Accts. Payable		Folio	Date	Name and Description	Folio	General Ledger		Sales			Discounts Allowed	Discounts Received	Bank	
Dept. A	Dept. B	Dept. C		Dr.	Cr.	Dr.	Cr.					Dr.	Cr.	Dept. A	Dept. B	Dept. C			De- posits	Checks
4500	500	300					3500 4500 500 300	11		Capital of Proprietor ... Furniture, Fixtures ... X Pub. Co. Y Pub. Co. Z Company Insurance (from M. Co.) Cash Sales Charge Sales Mr. A. Black Mr. B. White Messrs. Brown Salaries	3 2	3500 120	15,000	1900	100 200	100			15,000	120 200

Convention of the American Booksellers' Association

Drake Hotel

May 11-14

Convention slogan

"MORE AND BETTER BOOKSELLING"

THE COMMITTEES

ENTERTAINMENT

Chairman—L. B. Vaughan
F. J. Drake Company
F. K. Reilly
Reilly & Lee Company
W. P. Blessing
W. P. Blessing Company
G. W. Littlejohn
Rand-McNally Company
Donald P. Bean
University of Chicago Press
F. H. Tracht
U. of Chicago Bookstore

PROGRAM

Chairman—Mrs. Josephine Greene
The Davis Company
William J. Flynn
Brentano's
Ralph B. Henry
Carson, Pirie, Scott & Co.
A. Kroch
Kroch's Bookstore
Theron P. Cooper
Waldon Bookshop
Marcella Burns Hahner
Marshall Field Company
Fanny Butcher
Fanny Butcher's Shop

RECEPTION

John Loos
Brentano's
George Chandler
Chandler's Bookstore

Miss Rose Oller
Marshall Field Company
Duke Hill
Montgomery Ward & Company
B. Silberman
The Chicago Bookshop
Shirley Brewer
Western Book & Stationery Co.
A. H. Hagstrom
Presbyterian Bookstore
Herbert Gould
A. C. McClurg & Company
Chas. J. Major
Baptist Publishing Company
Miss Nell Reid
Carson, Pirie, Scott & Co.
F. C. Finley
Pilgrim Press
Methodist Book Concern
W. C. Hyde

RADIO

Wm. J. Flynn
Brentano's

PUBLICITY

Fanny Butcher
Fanny Butcher's Bookshop

RESOLUTIONS

Walter Lewis
Chairman

NOMINATIONS

Joseph J. Estabrook
Chairman

AUDITING

Eugene Herr
Chairman

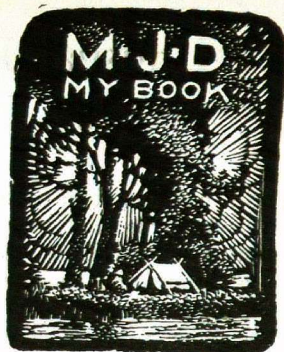


WILLIAM
MACKENZIE
WEBB

BOOKPLATE DESIGNED BY MARGARET ELY WEBB

"The Bookplate Annual"

THE "Bookplate Annual" of 1925 has just been issued by Alfred Fowler of Kansas City and contains articles on the bookplates of Dugald Stuart Walker, of D. Y. Cameron and of Robert Anning Bell. This number prints a directory of bookplate collectors who are interested to exchange bookplates, with a description of what they have for exchange. The announcement of the awards at the tenth annual exhibit of contemporary bookplates shows that the jury gave certificates of merit to Roy Davies of Sydney, Australia, for a bookplate lettered, "M. J. D. My Book" and reprinted herewith, and to Margaret Ely Webb for the bookplate for William Mackenzie Webb, reprinted herewith. Other awards were made to Sidney Hunt of London and Harriet Lundström of Stockholm. Another lovely feature of the book is the portfolio of contemporary bookplates, including Walter de la Mare's bookplate designed by James Guthrie and the bookplate of Sarah Heyliger Church by J. J. Lankes.



BOOKPLATE DESIGNED BY ROY DAVIES OF
SYDNEY, AUSTRALIA

Yale Course in Bibliography

YALE University's newest department, or group of studies, included in the courses in bibliography, founded by Professor Andrew Keogh, has been pronounced one of the most successful innovations attempted at Yale since the World War, and will be expanded as a permanent feature. Professor Keogh, who has been the university librarian for ten years, was made John Sterling Professor of Bibliography a year ago and opened the group by instituting two courses. The first is in the graduate school and is intended chiefly for students of literature and history, particularly for those pursuing studies in advanced English.

He has made a study of practical aspects of bibliography, including a discussion of general reference books, book-trade lists, the bibliography of philology and history, catalogs of manuscripts and of special collections in other libraries, and the printing of dissertations. The second course has been for undergraduates and includes the development of the book from ancient times to the present, together with a discussion illustrated by specimens of manuscripts, early printed books, issues of private presses, examples of bindings and the graphic arts.

There also have been expositions of library methods of classification and cataloging and preparing students for the use of public libraries and for the care of their own.

Unusual French Book Service

The Best French Books for Export

FRANCE has long been known as a country where the machinery for book distribution is excellent and where new plans for improving book service are constantly being tried. Such a plan has been developed by Sekwana at 58 Boulevard Raspail, Paris, which seems to provide a practical plan for exporting the best and most representative French books. The plan is aimed at the French colonials and cultivated foreigners who are interested in the literary life of France. The prospectus says in part: "What Frenchman living in a foreign country has not desired to keep abreast of the best that is published in France? What educated foreigner is not interested in following the latest literary movement? But it is not always possible, particularly for those not living in large cities, to procure regularly the best new books. There are many difficulties in arriving at what the best books are."

La Societé Sekwana then explains that each month for a nominal sum it is prepared to ship to any port a carefully selected group of the best books of the month. The books will be chosen by the leaders of French thought, thus assuring that they will be the best possible volumes.

The committee for choosing the volumes is composed of: René Boylesve, Henry Bordeaux, Joseph Bédier, Henri Robert, of the French Academy, Pol Neveux, of the Academy Goncourt, Fortunat Strowski, of the Sorbonne, Jacques Bainville, Pierre Lyautey, Henri Massis, André Maurois, Paul Valéry.

There are two types of selections open to subscribers. Monthly Selection A includes five of the best books chosen from all departments of literature, novels, drama, studies of manners, social studies, politics, philosophy, history, memoirs, poetry, etc. This is the best list to assure one a general contact with the best and newest in French intellectual life. Monthly Selection B consists of three of the best novels of the month. This list is chosen primarily for those who read for pleasure.

LIST OF PRICES

Selection A.

	To Foreigners	French Colonies
3 months	\$7.50	130 Frs.
6 months	14.00	250 Frs.
Year	27.00	480 Frs.

Selection B. (novels)

3 months	\$4.60	80 Frs.
6 months	8.60	155 Frs.
Year	17.00	305 Frs.

In order to make the service as comprehensive as possible the committee decided that it would best render service by making in addition to the selection of best books, a monthly list of the books of importance in France, important because of their literary value, the interest of the subject treated and the value of the data presented. These books will be listed in many classifications so that it will be a veritable catalog of the best books. Among other things the list will be composed of books on history, sociology, morals, philosophy, religion, theology, etc. This list is attached to both Selections A and B.

Subscribers who have occasion to use this catalog may avoid, by an initial payment, the trouble of sending money with each order.

This plan is in line with the League of Nation's program of having each country prepare a list of its best books. The Sekwana plan, however, is in no sense a competitor of the League's, as it will cater not so much to libraries but to the general reader thruout the world who has an interest in the literature of France.

Reading lists of books prepared by librarians have been in use a number of years but the Sekwana plan seems to be the only practical working method for procuring the best books chosen by men of literary authority and with a background of scholarship who are choosing books not for any personal reasons but with the idea of presenting the best of French minds to the world.

Have You Tried This?

Practical Business Hints From Other Bookshops

One dollar paid for each contribution suitable for this page. Contributions should be briefly stated and practical.

A PLAN which I now use and which has proved to be a sales-maker is to take a practical book, not known by many of my customers or the public generally. I prepare a small bright poster, with the title and some brief reference to its usefulness and paste it on the outside of the window, where the eyes passing cannot miss seeing it.

This is one book I am using now—

FRENCH SELF TAUGHT

A

USEFUL BOOK

FOR

STUDENTS, TOURISTS, TRAVELLERS
—50c.—

THIMMS SYSTEM—FOR SALE HERE.

This has sold many books in few days, and with every sale I make use of other advertising lists, and thus make many new friends and acquaintances for my store. I do this about every two weeks.

A. H. JARVIS, "The Bookstore."

157 Bank St., Ottawa,
Ontario, Canada.

WE have a special plan for our circulating library for the summer months, which has met with almost instant success. Ordinarily books are rented at the rate of 15 cents a week, with overtime charged at the same rate. Our new plan provides that patrons may take a card for ten weeks by paying a dollar in advance, and may return the books as often as they like, once in ten weeks, or any number of times in one week. The old plan may still be used if it is preferred. Out of town customers may have books by mail by paying the postage. Notice of the new plan was sent to the shop's customers, with descriptive lists of some of the newest additions to the library. **MARSHALL'S VARIETY STORE.**
Fredonia, Kansas.

STRANGELY enough, an open book is a novelty in the book display window. It might be said that there was little use in opening a book, as people could not read it, but sometimes the illustrations point to the character of the book and sometimes a double-space typed reprint of the material makes it possible for people to read it. Such an appeal would give a new slant to many displays and make a single book stand out among the rest.

M. B.

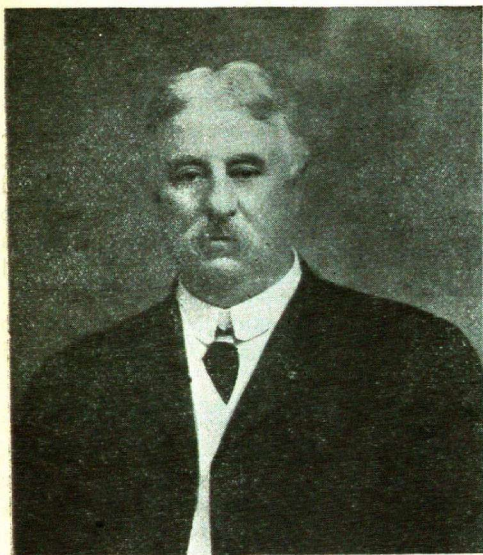
ONE bookstore is using a day-to-day change of display by standing a book up prominently at the beginning of each department, marked, "Today's Suggestion." A slanting book holder is useful in holding forward such a book, and the volume can be put on the fiction table, at the entrance to the juvenile section, among the religious books, and other suitable places. By having this display in the same place each day, people get interested in looking for it and inquiring as to what led to the book's selection for emphasis.

K. W.

ONE bookstore has come to the conclusion that most people select wedding presents with a specific price in mind. The customer enters the shop to select a gift with a pretty definite notion that the price should be in the neighborhood of \$5 or \$10 or \$15, and wants to look over a number of things which will be reviewed with the personalities of the bride and groom in mind. For such customers a display of books on a price basis is of great assistance. The bookstore arranges a long table with wedding gifts. At one end there is a variety of books at from \$3 to \$5 and toward the other the prices increase to bound books at \$10 or \$15 and dictionaries or sets of books at from \$20 to \$30. Just at hand are cards and envelopes to suggest the sending of the books from the shop.

Obituary

WILLIAM HALSTED WILEY



MAJOR WILLIAM HALSTED WILEY, president of John Wiley & Sons, Inc., publishers, died in his eighty-third year, at his residence, 149 Halsted St., East Orange, N. J., on May 2, after an illness of three months.

Major Wiley had been identified with the publishing world since 1876 when he joined his father, John Wiley, and his older brother Charles, who were in a business known as John Wiley and Son. Major Wiley was born in New York City on July 10, 1842. In the early fifties the family moved to East Orange, N. J., then open country. Major Wiley was attending the College of the City of New York when the Civil War broke out, and joined the Independent Corps of the New York Volunteer Light Infantry as first lieutenant, an organization later known as the Seventh Regiment. Many years afterward Major Wiley was elected President of the Seventh Regiment War Veterans.

In the course of the war Major Wiley rose to the command of two companies of artillery, seeing most of his service in South Carolina, where he served with distinction. He was given special mention by General Gillmore "for efficient and able services during the siege and bombardment of Fort Sumter and Charleston."

In 1864 he was retired as a brevet major "for gallant and meritorious services."

After the war Major Wiley resumed his studies and in 1866 received a civil engineer's degree from the Rensselaer Polytechnic Institute of Troy, following this with special work at the Columbia School of Mines. After nine years of engineering he entered the publishing business in 1876. Wiley publications at that time included books of many sorts. The firm was even then an old one.

According to the best records available it was founded in 1807 by Charles Wiley, son of Major John Wiley of the Revolution. Charles Wiley was a man of decided literary tastes, counting many authors among his friends. Among his publications were the works of James Fenimore Cooper. John Wiley entered the employ of his father at the age of sixteen in 1824 and a few years later stepped into his father's place. To him belongs the credit for the magnitude and early success of the business. He had several partners at various times, prominent among them being George Palmer Putnam, who later established his own business, which is now the well known publishing house of G. P. Putnam's Sons.

Major Wiley soon saw a great opportunity to develop the business into one of technical and scientific books. From his service in the war and as an engineer, he noticed the great dearth of good American scientific books. His intimate acquaintance with many officers of high rank, both in the Army and Navy, brought many distinguished generals and admirals to his office, and his wide and varied experience in the engineering field brought him into direct contact with the most prominent engineers of the country and gave him a first-hand knowledge of their needs. This knowledge, combined with his unusually winning personality, enabled him to make many suggestions which led to the writing of needed engineering books by well-qualified authors. Thus the business became definitely one of a scientific nature.

Under his able direction, which continued until the last year of his life, the Wiley lists grew to include books in all the branches of engineering, agriculture, chemistry, geology, mathematics and the

biological sciences. In the last few years of his life, realizing the close link between engineering and business, he encouraged his associates to develop a group of books in the business field.

Despite his great activity in the publishing field, Major Wiley found time for many other activities. For three years he was a member of the township committee of East Orange, serving for one year as chairman. He served three terms in Congress as a representative from New Jersey. He was a member of all the national engineering societies and was treasurer of the American Society of Mechanical Engineers for over thirty-five years. He was a commissioner from New Jersey to the St. Louis Exposition in 1904 and was president of the International Jury of the Brussels Exposition in 1907, being decorated with the Order of Leopold by the Belgian King. He was a member of the Executive Committee of the National Security League and during the world war was chairman of the National Preparedness Committee of the American Society of Mechanical Engineers.

For many years he was the American correspondent of *Engineering* (London) and published thru this magazine a book of travels which he wrote with his daughter, Sara King Wiley, entitled "Yosemite, Alaska and the Yellowstone."

This sketch should not close without mention of Major Wiley's personal character. He was a man of large heart and keen and broad mind. His charity was without regard to position, creed or color. For years after the war he found employment for men who had served under him. He was greatly loved and admired by his employees, as shown by the fact that many have remained in his employ for periods ranging from fifteen to forty-eight years.

HUGH SHIELDS

HUGH SHIELDS, manager of the book department of the Denver Dry Goods Company, died at his home on April 29th, from an attack of pneumonia after three days' illness. Mr. Shields, who was born in England but came to the United States when quite young, was associated with the Denver house for more than twenty-five

years. He developed his department from a very small and unimportant affair to one of the finest west of the Mississippi. He was widely known in the trade, especially to the visiting travelers, who recognized in him an intelligent book lover, one who knew what to buy and whose indefatigable industry in selling brought the best results. He is survived by his wife and his son Alan.

RALPH D. PAINE

RALPH D. PAINE was found dead in his bed, while in Concord, N. H., serving on the Federal Jury. Mr. Paine was born in Lemont, Ill., August 28, 1871, and was graduated from Yale in 1894. He joined the staff of the *Philadelphia Press*, 1894, and was war correspondent during the Cuban Rebellion, Spanish-American War and Boxer Uprising. He was in charge of the New York *Herald* crusade against the beef trust in 1902. He was with the allied naval forces in the war zone in 1917-1918, and was Federal Fuel Administrator in 1918. Among his best-known books are: "The Praying Skipper and Other Stories," 1906; "College Years," 1909; "The Ships and Sailors of Old Salem," 1909; "The Book of Buried Treasure," 1911; "The Fighting Fleets," 1918; "The Old Merchant Marine," 1919; "Lost Ships and Lonely Seas," 1921; "Roads of Adventure" (Autobiographical) 1922; "Blackbeard—Buccaneer," 1922; "Privateers of '76," 1923; "Four Bells" and "Joshua Barney," 1924.

Communications

SUGGESTED ADDITION

G. P. PUTNAM'S SONS
2 West 45th Street,
New York

April 29, 1925

Editor, *Publishers' Weekly*:

A bully list in the current *Publishers' Weekly* by Miss Kohler of books for travelers, but on Yellowstone she leaves out the very charming little book by Wallace Smith "On the Trail in Yellowstone." It is the newest, and in its field the best, that has come out about the Yellowstone territory.

G. P. PUTNAM'S SONS.

GOOD DOG STORY

London, April 24th, 1925.

Editor, *Publishers' Weekly*:

I have been looking thru the *Publishers' Weekly* of April 11th and see an interesting little article about Dogs by Walter A. Dyer. What is my astonishment, however, to find that one of the finest dog-books ever written, certainly equal to, if not better than "Owd Bob" or "The Call of the Wild," "Jock of the Bush Veld" by Fitzpatrick has not been mentioned. Perhaps it has not yet reached America. [Yes, Longmans in three editions.—Ed.]

G. HERBERT THRING,

Sec. of The Inc. Society of Authors,
Playwrights and Composers.OUR FAVORITE
CORRESPONDENTFOLLETT BOOK Co.,
408 S. Wabash Ave.,
Chicago, Ill.

April 28, 1925

Editor, *Publishers' Weekly*:

Several weeks ago I advertised in your "Books for Sale" column a number of sets of Britannica Encyclopaedia. We received three orders from abroad, one by cable, and finally sold all of our sets to this same party in London, and now we are receiving orders from all over the U. S.

I wanted you to have this information, so you would know how well the columns of the *Publishers' Weekly* pull for the advertiser.

FOLLETT BOOK COMPANY,
By C. W. Follett.

A CORRECTION

The Hague,

April 6th, 1925.
207 Van Boetzelclaeloan.

Dear Sir:

Reading the *Publishers' Weekly* is a weekly and very instructive pleasure to me. Allow me to draw your attention to a slip of the editorial pen in 12, p. 1144. The Oprechte *Haarlem* sche Courant (not Courante) is—of course!—published at *Haarlem*, not at the Hague.

J. SERSTEEG.

Editor "De Uitgever" (The Publisher).

An Australian Visitor

J. M. FORSYTHE, head of the big Sydney book business of Dymock's Book Arcade, sailed today for England after a month's stay in New York. Mr. Forsythe is a man of great energy and a wide knowledge of the ins and outs of book distribution methods in Australia and it is his hope to increase the amount of American fiction that can be sold in Australia by direct assignment of the market. He has visited widely among American publishers.

Business Notes

BOSTON, MASS.—The Four Seas Company formerly located at 168 Dartmouth Street has removed to 454 Stuart Street.

PARIS, FRANCE.—Maggs Brothers have recently opened at 130 Boulevard Haussmann, Paris (8e), a branch of the London business, in which they will carry a large stock of rare books, engravings, manuscripts, etc.

QUINCY, ILL.—O. F. Miller Co. are successors to E. J. Taylor & Co. at 530 Maine Street.

SAN JOSÉ, CAL.—Hill's Bookstore at 114 S. 1st St. is now located at 77 S. 2nd St.

Personal Notes

PAUL KNABE, Secretary of The C. V. Mosby Company, publishers of medical, dental and scientific books, St. Louis, will sail on May 20th from New York on the S. S. *America* of the U. S. Lines for England, France and Germany, to visit foreign branches and customers, and to secure new manuscripts for English translations.

Periodical Note

Current Opinion, a monthly magazine of literature, news and comment, which was established in 1888, is to be discontinued and will be absorbed by the *Literary Digest*. According to Ayer's Newspaper Directory the circulation of *Current Opinion* is 97,872. The circulation of the *Literary Digest* is 1,400,000.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Mrs. Jane Ludlow Drake
Aprilly. 287p. il. D (Popular copyrights) [c.'21] N. Y., Grosset 75 c.

Adams, Cornelia, ed.
The make-it-up story book. 96p. il. O c. N. Y., McBride \$1
The beginnings of stories intended to be finished and illustrated by children in the blank pages provided. The editor offers prizes for the best three sets of completed stories and of illustrations submitted before July 1, 1925, by children from 9 to 14.

Aldington, Richard
A fool i' the forest; a phantasmagoria; [lim. ed.] 62p. D '25 N. Y., Dial Press \$1.50
A poem which mirrors the spiritual disarray and mental incoherence of our times.

Andress, James Mace, and Evans, W. A., M.D.
Health and good citizenship. 384p. (2p. bibl.) il. (pt. col.) diagrs. D (Practical health ser., bk. 2) [c.'25] Bost., Ginn 96 c.
For boys and girls in the upper grades of the grammar school and the junior high school.

Health and success. 263p. (2p. bibl.) il. (pt. col.) diagrs. D (Practical health ser., bk. 1) [c.'25] Bost., Ginn 76 c.
A "first" textbook on health for children.

Anthony, Joseph, and Morrison, Woodman, eds.
The best news stories of 1924. 341p. D [c.'25] Bost., Small, Maynard \$2.50
A selection of the most worthy newspaper stories of 1924 presented in classified form with the names of the authors.

Arden, Clive
Enticement; il. with scenes from the photoplay. 392p. D (Popular copyrights) [c.'24] N. Y., Grosset 75 c.

Atkinson, J. Brooks
Skyline promenades; a potpourri. 255p. O c. N. Y., Knopf bds. \$2.50
The story of a camping and tramping journey thru

the White Mountains, interspersed with discussions of books, writers and other of the author's interests, and dialogs between him and a skeptical companion. The author is editor of the New York Times Book Review.

Ayres, Ruby Mildred [Mrs. Reginald William Pocock]
The romance of a rogue. 257p. D (Popular copyrights) [c.'23] N. Y., Grosset 75 c.

Balmer, Edwin
Keeban. 301p. D (Popular copyrights) [c.'23] N. Y., Grosset 75 c.

Banta, Nathaniel Moore, ed.
Spring and summer festivals; a collection of plays, drills, dialogues, exercises, carnivals, festivals, pageants, songs, quotations, stories, readings and recitations for spring and summer holidays. 192p. il. D '24 Chic., A. Flanagan 40 c.

Barrès, Maurice, ed.
Memoirs of a Napoleonic officer, Jean-Baptiste Barrès; tr. by Bernard Miall. 316p. O '25 N. Y., Dial Press \$4
Maurice Barrès, French novelist, recently unearthed these memoirs of his grandfather who enlisted in the Guard under the Consulate, was at Eylau, Austerlitz and Leipsic and in the retreat from Leipsic. They throw interesting light on Napoleonic affairs, and on the 1830 revolution in Paris.

Benson, Arthur Christopher
The house of Menerdue. 332p. D c. Garden City, N. Y., Doubleday \$2
A peaceful novel, in a Cornish setting, of peaceful people who find their truest happiness in honest renunciation.

Bigger, Joseph W., M.D.
Handbook of bacteriology. 429p. il. (pt. col.) O '25 N. Y., Wm. Wood \$5

Booth, Christopher B.
The house of rogues. 255p. D (Chelsea House copyrights) '24 N. Y., Chelsea House 75 c.

Abraham, Frances Helen, ed.
Club women of New York, 1925-1926. 453p. il. O c. '25 N. Y., Club Women of N. Y. Co., 16 W. 45th St. flex. cl. \$5

American Sociological Society
The trend of population. 239p. O '24 Chic., Univ. of Chic. Press pap. \$2
Booklist books, 1924, a selection. 44p. O '25 Chic., Amer. Lib. Assn. pap. 45 c.

Brace, Robert

Eighteenth century studies, and other papers; foreword by the Bishop of Clifton. 142p. D '25 N. Y., Appleton \$2

A book which takes us in imagination to the London of Dr. Johnson's days and introduces us to a number of characters of that time.

Briggs, Thomas Henry, and McKinney, Isabel

Ways to better English; enlarged course. 423p. il. (col. front.) D [c. '24, '25] Bost., Ginn \$1.36

Brooke, Margaret L.

Lace in the making. 300p. il. O c. N. Y., A. & C. Boni \$3

Brown, Brian, ed.

The wisdom of the Hebrews; introd. by Maurice H. Farbridge; with a preface by [the editor]. 303p. (1p. bibl.) il. O [c. '25] N. Y., Brentano's bds. \$2.50

The philosophy of the Hebrews, their religious teachings, sayings and proverbs, as taken from the Talmud, the lives of the Rabbis, and the writings of Josephus, Spinoza, and the most learned Hebrews of the past.

Boyd, T. A.

Gasoline; what everyone should know about it. 223p. il. diagrs. O c. N. Y., Stokes \$2.50

The story of gasoline from the oil well to the automobile, telling the motorist how to get more miles out of a gallon.

Buck, Charles Neville

Alias Red Ryan. 298p. front. D (Popular copyrights) [c. '22, '23] N. Y., Grosset 75 c.

Burns, Cecil Delisle

Industry and civilisation. 278p. (bibl. foot-notes) O '25 N. Y., Macmillan \$3.50

"An analysis and criticism of the moral standards operative in regard to economic activities."

Cabot, Richard Clarke, M.D.

What men live by; work, play, love, worship. [new popular ed.] 362p. D [c. '14, '24] Bost., Houghton \$1.50

Califf, Gladstone

Permanent bird houses. 64p. il. diagrs. obl.S. [c. '24] Milwaukee, Bruce Pub. Co. \$1

Campbell, Joseph A., ed.

Songs, stories, recitations, given at the Clover Club. 237p. O [c. '25] Bost., D. D. Nickerson & Co., 212 Summer St. \$5

A book covering recent entertainments given at the Clover Club of Boston.

Cautela, Giuseppe

Moon harvest. 253p. D c. N. Y., Dial Press \$2

The romance of an Italian immigrant, by an Italian now a barber in New York City, but a native of the district of Southern Italy described in the early chapters.

Clarke, Moma

Regarding the French; cameos of French life; il. by A. Pécoud. 229p. D '25 N. Y., McBride bds. \$2.50

The heart of real Paris revealed in merry essays.

Cobb, W. Bruce, ed.

Inferior criminal courts act of the city of New York. 541p. O c. N. Y., Macmillan \$4

One of the city magistrates of New York here presents a detailed study of the act establishing inferior criminal courts in New York City.

Collins, Gilbert

The Starkenden quest. 316p. D '25 N. Y., McBride \$2

Renegade Frenchmen, gentlemen adventurers, and arch villains are actors in this romance of fabulous treasure hidden in an Asian jungle.

Conrad, Joseph

Laughing Anne; One day more; two plays, with introd. by John Galsworthy. 141p. D '25 c. '20, '24 Garden City, N. Y., Doubleday \$2

The publication of these two plays was one of the last matters dealt with by the author before his death.

Copy—1925; stories, plays, poems and essays selected from the published work of students in the special courses in writing, university extension, Columbia university; introd. by Donald Lemen Clark. 347p. D c. N. Y., Appleton \$2

The selections for this anthology were made by an editorial committee composed of Professors Blanche Colton Williams, Dorothy Brewster and Helen Hull, Mr. Glen Mullin and Mr. Kenyon Nicholson.

Couse, Howard A.

Couse Ohio form book; 2nd ed. 1640p. O c. Cincinnati, O., W. H. Anderson Co. fab. \$15 bxd.

Cummings, Edward Estlin

XLI poems. 54p. O c. N. Y., Dial Press \$2.50

Custance, Admr. Sir Reginald Neville

A study of war. 223p. maps O [n. d.] Bost., Houghton \$3.50

The theory of war set forth clearly with the object of explaining the cause of differences between the political and the military points of view and of reconciling them in some degree.

de la Mare, Walter John

The three Mulla-mulgars; il. by Dorothy P. Lathrop; [new popular ed.]. 275p. il. (pt. col.) O '25 c. '19 N. Y., Knopf \$2.50

Dell, Ethel May [Mrs. G. T. Savage]

The top of the world. 571p. D (Popular copyrights) [c. '20] N. Y., Grosset 75 c.

Callan, John Gurney

The new industrial revolution. 11p. O '24 N. Y., Amer. Management Assn. apply

Chestnut and the chestnut blight in North Carolina. 23p. il. maps O (Economic pap. no. 56) '25 Raleigh, N. C., N. C. Geol. & Ec. Survey Forestry Div. pap. apply

Clas, Jean Henri

The glory of Yorktown. 51p. (2p. bibl.) il. maps O '24 Yorktown, Va., Yorktown Hist. Soc. apply

Conway, Olive

Becky Sharp; a play in one act; adapted from

the Waterloo Chapter of Vanity Fair. various p. D '24 Bost., LeRoy Phillips, 124 Chestnut St. pap. 50 c.

Curtis, Elizabeth Alden

A handbook of theosophy, written by a pupil of a Chela of the Master M. 53p. T '24 Portland, Me., Smith & Sale apply

De Menil, Alexander N.

St. Louis book authors. 69p. il. S c. St. Louis, Mo., W. H. Miner Co., 3518 Franklin Ave. pap. 25 c.

Dunlap, Fanny, and Johnson, Alice Sarah, comps. Vocations for college women; a reading list. 16p. Q '25 Chic., Amer. Lib. Assn. pap. 35 c.

Dickens, Charles

Pickwick papers; abridged and ed. by Douglas Gordon Crawford. 384p. front. T (Macmillan pocket classics) c. N. Y., Macmillan 48 c.

Everyman, and, The second shepherds' play; acting versions by William R. Duffey. 88p. '25 Milwaukee, Bruce Pub. Co. pap. 50 c.

Faber, John F.

Mechanical drawing problems. 224p. diags. '25 Milwaukee, Bruce Pub. Co. \$2.50

Forman, Henry James

The ideal Italian tour. 421p. front. D (Park Street lib. of travel) [c. '11] Bost., Houghton \$2.25

Fox, Cyrus T., ed.

Reading and Berks county, Pennsylvania, a history; 3 v. various p. il. Q c. N. Y., Lewis Historical Pub. Co., 799 Broadway \$32.50 set

A very complete history of that part of Pennsylvania, discussing geology and topography, educational facilities, industrial interests, opportunities, inhabitants, important townships, etc., along with biographical data about leading citizens.

Gannon, Robert I.

The teachings of the one-act play. 154p. O [c. '25] N. Y., Fordham Univ. Press, 110 W. 74th St. \$2

Gavit, John Palmer

College. 351p. (bibl. footnotes) D [c. '25] N. Y., Harcourt \$2

The newspaper articles on colleges in the United States which Mr. Gavit wrote for the N. Y. *Evening Post* were really the basis for this more comprehensive study of the state of education in our colleges and universities.

Gillett, H. W., and Mack, E. L.

Molybdenum, cerium and related alloy steels. 299p. il. O (Am. Chem. Soc. monography) c. N. Y., Chem. Catalog Co. \$4

Golden, Harry

Unseen acres. 255p. D (Chelsea House copyrights) '24 N. Y., Chelsea House 75 c.

Graham, Robert Gallnigad Bontine Cunningham

A vanished Arcadia; being some account of the Jesuits in Paraguay, 1607 to 1767. 310p. (bibl. footnotes) map O '24 N. Y., Dial Press \$3

Elizabethan studies; tenth series. various p. (bibl. footnotes) il. O (Studies in philology, v. 22, no. 2) '25 [Chapel Hill], Univ. of N. C. Press pap. \$1.25

Explorations and field-work of the Smithsonian Institution in 1924. 136p. il. diags. O (Pub'n 2794) '25 Wash., D. C., Smithsonian Inst'n pap. apply

Frost, Henry Weston, D.D.

What should determine our Christian fellowships? 30p. T '24 Phil., Sunday School Times Co. apply

Gilchrist, Helen Ives

A catalogue of the collection of arms and armor presented to the Cleveland Museum of Art by Mr. and Mrs. John Long Severance, 1916-1923. 294p. il. Q '24 Cleveland, Cleveland Mus. of Art bds. \$40

Graham, Robert, and Boughton, I. B.

Fowl cholera. 8p. il. (pt. col.) O (Agri. college &

Covers an interesting phase of Spanish American history; shows how the South American Indian reacted to the rule of the Jesuits.

Greely, Maj.-Gen. Adolphus Washington

Handbook of Alaska; its resources, products, and attractions in 1924. 3d ed. 340p. il. maps O 25 c. '09-'25 N. Y., Scribner \$3.50

The new edition includes "new chapters on fisheries, fur-farming, fur seals, game, gold-mining, petroleum and coal, railroads, reindeer and volcanoes."

Groves, Charles S.

Henry Cabot Lodge the statesman. 160p. front. O [c. '25] Bost., Small, Maynard \$2

Presents the Lodge whom the author, a newspaper man and politician, knew for twenty-five years in the political life of Massachusetts and Washington.

Hale, Edward Everett

The man without a country; il. with scenes from the William Fox screen production. 138p. D (Popular copyrights) [c. '25] N. Y., Grosset 75 c.

Hammond, S. E. Evalyn

Paper craft problems: bookbinding, basket and box making, and gift novelties. 227p. il. diags. O [c. '25] Milwaukee, Bruce Pub. Co. \$2.35

The author is assistant supervisor of art and hand work in the Springfield (Mass.) schools.

Hannah, Ian Campbell

Christian monasticism, a great force in history. 270p. (bibls.) D c. N. Y., Macmillan \$2.50

Hedrick, Ulysses Prentiss

Systematic pomology. 505p. il. O (Rural textbk. ser.) c. N. Y., Macmillan \$4

Henshaw, Nevil Gratiot

The painted woods. 284p. D (Popular copyrights) [c. '24] N. Y., Grosset 75 c.

Heuser, Herman Joseph, D.D., ed.

Autobiography of an old breviary. 249p. front. D c. N. Y., Benziger Bros. bds. \$1.75

Hewitt, Edward Ringwood

Secrets of the salmon; il. from photographs and drawings by the author. 175p. O '25 c. '22, '25 N. Y., Scribner \$3

A new, revised and cheaper edition.

experiment station, circular no. 285) '24 Urbana, Univ. of Ill. apply

Graham, Robert, and Tunnickliff, E. A.

Tuberculosis of fowls. 7p. il. O (Agri. college & experimental station, circular no. 285) '24 Urbana, Univ. of Ill. apply

Hamby, Randolph P.

Arkansas mayors, recorders and ordinances; a treatise on the powers, duties and liabilities of mayors and recorders and the law of municipal ordinances in Arkansas. 32p. O '24 Prescott, Ark., News Pr. Co. apply

Hoyem, Oliver

A guide book, Washington cathedral, Mt. St. Alban. 48p. il. diags. O '24 Wash., D. C., Nat'l Cathedral Foundation apply

Hopkins, James Love

Annotated federal judicial code; 2nd ed.
400p. O c. Cincinnati, O., W. H. Anderson
Co. fab. \$4

Horton, Robert J.

The spectacular kid. 255p. D (Chelsea
House copyrights) '25 N. Y., Chelsea House
75 c.

Hotson, J. Leslie

The death of Christopher Marlowe. 76p.
front. O '25 Cambridge, Mass., Harvard Univ.
Press buck. \$3
A Nonesuch Press book made in Great Britain
for the Harvard University Press. It gives much
new and important information about Shakespeare's
contemporary.

Howells, William Dean

Italian journeys; il. by Joseph Pennell.
386p. D (Park Street lib. of travel) [c. '67-'01]
Bost., Houghton \$2.25

James, Henry

A little tour in France; il. by Joseph Pen-
nell. 360p. D (Park Street lib. of travel) [c.
'84-'12] Bost., Houghton \$2.25

English hours; il. by Joseph Pennell. 344p.
D (Park Street lib. of travel) [c. '75-'05] Bost.,
Houghton \$2.25

Jessup, Henry Wynans

The law and practice in the surrogates'
courts in the state of New York; 6th ed.
2338p. O c. N. Y., Baker, Voorhis fab. \$22.50

Jinarajadasa, C., and others

Theosophy the interpreter; being three of
the four convention lectures delivered at Be-
nares at the forty-eighth anniversary of the
Theosophical Society, December, 1923. 100p.
D '24 [Chic., Theosophical Press, 826 Oak-
dale Ave.] apply

Kauffer, E. McKnight

The art of the poster. 380p. il. (col.) Q '25
N. Y., A. & C. Boni \$15

King, Rufus

North Star; a dog story of the Canadian
northwest. 302p. D c. N. Y., G. Howard Watt,
1819 Broadway \$2

Kinsburn, Emart

Gems of promise. 255p. D (Chelsea House
copyrights) '24 N. Y., Chelsea House 75 c.

Kloss, Phillips

Conifer cones [poems]. 53p. D [c. '24]
[Oakland, Cal., Tribune Press] bds. \$1.25

Lanchester, Henry Vaughan

The art of town planning. 263p. il. O (Uni-
versal art ser.) '25 N. Y., Scribner \$7.50

Laughlin, Clara Elizabeth

So you're going to Italy! 508p. il. S c.
Bost., Houghton \$3; lea. \$4
A handy pocket size volume that proves more than
a guide book, since it's full of quaint facts, amus-
ing incidents and historical gossip about interesting
spots in Italy.

Lee, Erma Conkling, comp.

Biographical cyclopaedia of American
women; v. 2. 317p. il. Q c. N. Y., Franklin
W. Lee Pub. Corp. buck. \$10

Leonard, Howard C.

Spanish drill book. 96p. D c. N. Y., Globe
Bk. Co. 67 c.

Lobingier, John Leslie

Projects in world-friendship. 186p. (4p.
bibl.) il. S (Univ. of Chic. pubs. in religious
educ.) [c. '25] Chic., Univ. of Chic. Press
\$1.75

Expresses the conviction that the best way to se-
cure peace among the nations is to develop the
attitude of world-friendship thru the church school.

Lovett, Robert Morss

Edith Wharton. 91p. (2p. bibl.) front. (por.)
D (Modern Amer. writers) c. N. Y., Mc-
Bride \$1

The second volume in a new series of monographs
about American authors edited by Ernest Boyd.

**Lowndes, Marie Adelaide Belloc [Mrs. Fred-
erick Saurey Archibald Lowndes]**

The chink in the armour. 335p. D (Popu-
lar copyrights) [c. '12] N. Y., Grosset 75 c.

Lumsden, E. S.

The art of etching. 376p. il. D (New art
lib.) '25 Phil., Lippincott \$6

A description of etching, drypoint soft-ground
etching, aquatint and their allied arts, together with
technical notes upon their own work by many of
the leading etchers of the present time.

Luther, Mark Lee

The boosters. 352p. front. D (Popular copy-
rights) [c. '23, '24] N. Y., Grosset 75 c.

McCulley, Johnston

Black Star's campaign. 255p. D (Chelsea
House copyrights) '24 N. Y., Chelsea House
75 c.

John Standon of Texas. 255p. D (Chelsea
House copyrights) '24 N. Y., Chelsea House
75 c.

The rangers' code. 295p. D (Popular copy-
rights) [c. '24] N. Y., Grosset 75 c.

**Mackie, T. J., M.D., and McCartney, J. E.,
M.D.**

Introduction to practical bacteriology. 300p.
D '25 N. Y., Wm. Wood \$3.50

Jenkins, Olaf Pitt

Geological investigation of the coal fields of Skagit
county, Washington. 63p. (rp. bibl.) il. maps. diagrs.
O (Wash. geol. survey, bull. no. 29 '24 Olympia,
Wash., F. M. Lamborn apply

Landis, Benson Y.

Social aspects of farmers' co-operative marketing.
68p. (bibl. footnotes) D (Bull. no. 4) [c. '25] Chic.,
Univ. of Chic. Press pap. 25 c.

Lord, Rev. Daniel A.

The story of the little flower of Jesus. 45p. il. Tt c.
N. Y., Benziger Bros. pap. 15 c.

Marshall, L. C.

Teacher's manual to The story of human progress
[entered in Apr. 18th record]. 37p. D c. N. Y.,
Macmillan pap. 24 c.

McKendrick, Archibald, and Whittaker, Charles R.

An x-ray atlas of the normal and abnormal structures of the body. 240p. il. diagrs. Q '25 N. Y., Wm. Wood \$10

MacLeish, Archibald

The pot of earth. 44p. S c. Bost., Houghton bds. \$1.25

A single poem symbolizing the springtime of Nature and of the human soul.

MacLeod, Alexander B.

Mental hygiene as taught by Jesus. 138p. (7p. bibl.) D c. N. Y., Macmillan \$1.50

Manning, David

Bull Hunter's romance. 255p. D (Chelsea House copyrights) '24 N. Y., Chelsea House 75 c.

Jerry Peyton's notched inheritance. 255p. D (Chelsea House copyrights) '24 N. Y., Chelsea House 75 c.

Marden, Philip Sanford

Greece and the Ægean islands. 395p. il. D (Park Street lib. of travel) [c.'07] Bost., Houghton \$2.25

Travels in Spain. 434p. front. map D (Park Street lib. of travel) [c.'00] Bost., Houghton \$2.25

Meigs, William M.

The life of John Caldwell Calhoun; 2 v. 456p.; 278p. O '25 c. '17 N. Y., G. E. Stechert \$10

Moberg, Axel, ed.

The book of the Himyarites; fragments of a hitherto unknown Syriac work. 144p. il. O (Acta Societatis Humaniorum Litterarum Lundensis, no. 7) '24 N. Y., Oxford \$6

Montague, Charles Edward

Dramatic values. 302p. D c. Garden City, N. Y., Doubleday \$2

Essays on plays and players by the author of "Disenchantment" and "A Hind Let Loose." A very few copies were brought to America in 1911.

Morley, Frank V.

Dora Wordsworth her book. 175p. il. D '25 Bost., Houghton \$2

Using an interesting autograph and commonplace book kept by Dora, the poet's daughter, as a nucleus, the author, brother of Christopher Morley, presents a vivid picture of the Wordsworth circle and family life.

Murray, David Ambrose, D.D.

His return; a story of the second coming. 212p. front. D c. Chic., Stanley Pub. Co., 523 Plymouth Court \$1.75

Nelson, Willard B.

Physics experiments sheets. 128p. Q c. N. Y., Globe Bk. Co. bds. 80 c.

New Decameron, The; v. 4; ed. by Blair. 269p. D [n. d.] N. Y., Brentano's bds. \$2

Contains stories by J. D. Beresford, Blair, Horace Horsnell, Storm Jameson, Robert Keable, D. H. Lawrence, Edgell Rickword, Michael Sadleir, and L. A. G. Strong.

Nicolson, John U.

The drums of Yle; il. by Earl H. Reed. 117p. O c. Chic., Pascal Covici bds. \$2; lim. autographed ed. \$10

A love story of medieval England in verse.

Norris, Marion Lela

The ways of a business woman; a discussion of the problems confronting business women; with a series of illustrative Bible incidents arranged by Mary Welles Clapp. 195p. D [c.'24] [Battle Creek, Mich., Gage Pr. Co.] \$1

Noguchi, Yoné [Miss Morning Glory, pseud.]

Some Japanese artists. 154p. il. S (Asian lib. ser.) '24 [Chic., Theosophical Press, 826 Oakdale Ave.] \$1.25

Sketches of Hiroshige and other Japanese artists, by a well known Japanese poet and lecturer on English literature.

O'Kane, Walter Collins

Trails and summits of the White Mountains. 318p. il. maps S (Riverside outdoor handbooks) c. Bost., Houghton limp cl. \$2.50

Descriptions of nineteen good climbs in the White Mountains, including all information essential for the welfare and pleasure of the climber.

Ostrander, Isabel Egerton [Robert Orr Chipperfield; David Fox; Douglas Grant, pseud.]

The neglected clue. 301p. D c. N. Y., McBride \$2

Only an emerald cuff link, and a crooked wound hint at the identity of the murderer of a charming widow with an unknown past.

Palmer, Claude Irwin, and others

Handbook for plane geometry (revised). 195p. diagrs. D [c.'25] Chic., Scott, Foresman \$2.50

Pearson, Ralph M.

How to see modern pictures. 234p. il. diagrs. D c. N. Y., Dial Press \$2.50

An art handbook for the layman, explaining the principles of design and giving advice as to how to use the museums and art shops, what to read, etc.

Monkhouse, Allan Noble

The grand cham's diamond; a play in one act. various p. D '24 Bost., Le Roy Phillips, 124 Chestnut St. pap. 50 c.

Odell, Charles W.

Educational tests for use in elementary schools; rev. ed. 22p. O (Educ. research circular 33) '25 Urbana, Univ. of Ill. apply

Oglisby, Eliza F.

Detroit word recognition test examination; form A, examination; form B, manual of direction, class record, various p. c. Yonkers, N. Y., World Bk. pap. \$1

Parsons, Mrs. Elsie Worthington Clews

The scalp ceremonial of Zuni. 42p. il. O (Memoirs of the Amer. Anthropological Assn., no. 31) '24 Menasha, Wis., Amer. Anthropological Assn. apply

Pecock, Reginald, D.D.

The fowler to the donet; ed. by Elsie Vaughan Hitchcock. 344p. front. O (Early Eng. Text Soc., original ser. no. 164) '24 N. Y., Oxford \$12

Pedler, Margaret Bass [Mrs. W. G. Q. Pedler]

The vision of desire. 368p. D (Popular copyrights) [c.'22] N. Y., Grosset 75 c.

Perrier, Edmond

The earth before history; tr. from the French by Paul Radin and V. C. C. Collum; introd. by Henri Baer. 346p. (4p. bibl.) maps O (History of civilization ser.) c. N. Y., Knopf \$5

Pickett, Deets

Enemies of youth. 100p. S [c.'25] Wash., D. C., Capital Bk. Co., 100 Maryland Ave., N.E. 75 c.

A discussion of erotic literature, motion pictures, the theater, prize fighting, gambling and dancing.

Porter, Milton Brockett, and Ettlinger, Hyman Joseph

Elementary calculus. 316p. front. O c. N. Y., Century \$3

Pribsch, R.

The Heliand manuscript Cotton Caligula A VII in the British museum; a study. 50p. il. O '25 N. Y., Oxford pap. \$1.70

Pye, Walter

Surgical handicraft; ed. by W. H. Clayton-Greene; 9th rev. ed. 600p. il. O '25 N. Y., Wm. Wood \$7

Rath, E. J., pseud. [Chauncey Corey Brainerd and Mrs. Edith Rathbone Jacobs Brainerd]

The brains of the family; a side-splitting domestic comedy. 284p. D c. N. Y., G. Howard Watt, 1819 Broadway \$2

Husband and wife, daughter and son, cook and chauffeur all set out to train their mental machinery and all make a mad dash for the intellectual heights.

Too much efficiency. 311p. D '25 c. '17 N. Y., G. Howard Watt, 1819 Broadway \$2

An amusing tale of the efficiency expert who endeavored to take an "old-fashioned business," the American household, and put it on a smoothly-running, soundly economical basis.

Read, Carveth

The origin of man; 2nd ed. rev. and enl. 112p. O '25 [N. Y., Macmillan] \$2

The author is an emeritus professor in the University of London.

Reed, Chester Albert

The bird guide; new rev. ed. 240p. il. T (Pocket nature lib.) '25 c. '14 Garden City, N. Y., Doubleday \$1.25; fab. \$1.50 bxd.

The flower guide; new rev. ed. 240p. il. T (Pocket nature lib.) '25 c. '14 Garden City, N. Y., Doubleday \$1.25; fab. \$1.50 bxd.

Religions of the Congregation of St. Charles Borromeo

Jesus, the model of religions; meditations for every day of the year; tr. by a sister of Notre Dame, Cleveland, Ohio; 2 v. 720p.; 840p. D '25 N. Y., F. Pustet Co. \$7.50

Remsburg, G. W.

Scientific eating and health building. 317p. D [c.'25] Independence, Mo., Author \$2.50

A book of common-sense health hints, together with suggested diets for various types of people.

Ritchie, John W., and Caldwell, Joseph S.

Primer of sanitation; 3rd rev., a simple textbook on disease germs and how to fight them. 236p. il. D (New world health ser.) c. Yonkers, N. Y., World Bk. 84 c.

Rogers, Sir Leonard, M.D., and Muir, Ernest, M.D.

Leprosy. 312p. il. map. diagrs. O '25 N. Y., Wm. Wood \$4.75

Rohmer, Sax, pseud. [Arthur Sarsfield Ward]

The dream detective; being some account of the methods of Moris Klaw. 309p. D c. Garden City, N. Y., Doubleday \$2

After two attendants in a London museum were successively murdered, the "Dream Doctor" was called in to solve a mystery with a supernatural twist.

Rosenfeld, Paul

Men seen; twenty-four modern authors. 390p. D c. N. Y., Dial Press bds. \$2.50

D. H. Lawrence, d'Annunzio, Alfred Kreymborg, F. Scott Fitzgerald, James Joyce, Marianne Moore, Marcel Proust, Emile Verhaeren, are among the subjects of these literary portraits.

Rothschild, Sol

"It can be done"; a true story; introd. by Nellie Revell. 222p. il. D [c.'25] Brooklyn, N. Y., Dunhill Pub. Co., [1270 Park Place] \$2.50

The remarkable story of a man who has, made a wonderful fight for life, after being hurt in an automobile accident, which resulted in an injured back and paralysis of the lower limbs. The book is illustrated with sketches by famous cartoonists.

Russell, Bertrand Arthur William

What I believe. 94p. S (To-day and tomorrow ser.) [c.'25] N. Y., Dutton \$1

Discussing man's place in the universe and his possibilities in the way of achieving the good life.

Sabatini, Rafael

The snare. 302p. D (Popular copyrights) [n.d.] N. Y., Grosset 75 c.

Press Ass'n, comps.

Ledyard-Cass biographical records. 57p. il. (col. front.) Q '24 N. Y., Compiler, 17 Madison Ave. 4p.

Ransom, William L., and Moon, Parker Thomas, eds.

Popular ownership of property: its newer forms and social consequences. 217p. (bibl. footnotes) O

(Proceedings of Acad. of Political Science, v. 11, no. 3) '25 N. Y., Acad. of Political Science, Columbia Univ. 4p. \$1.50

Russell, Jay Vance

Outlawing the Almighty, or, Prohibition carried to the high court of nature and nature's God. 120p. diagr. D [n.d.] Springfield, Mass., G. Doubleday Steere, Myrick Bldg. \$2

Sanders, Charles Wesley

The man from Michigan. 255p. D (Chelsea House copyrights) '24 N. Y., Chelsea House 75 c.

Trouble Range. 304p. D c. N. Y., G. Howard Watt, 1819 Broadway \$2

An old-fashioned Western yarn, with wars between cattlemen and sheepmen, rustling, murder, kidnapping and double-crossing.

Savage, Richard

Minutes and accounts of the Corporation of Stratford-upon-Avon and other records, 553-1620; introd. and notes by Edgar I. Fripp, v. 2, 1566-1577. 121p. O (Pub'ns of Dugdale Soc., v. 3) '24 N. Y., Oxford \$11.70

Schultze, Arthur, and Sevenoak, Frank L.

Plane geometry; rev. by Elmer Schuyler. 331p. diags. D '25 c. '01-'25 N. Y., Macmillan \$1.20

Schuster, Ildefonso

The sacramentary (Liber sacramentorum), 4 v. various p. N. Y., Benziger Bros. \$4.25

Seely, Fred B.

Resistance of materials. 455p. diags. O '25 N. Y., Wiley \$3.75

Sheard, Arthur, M.D.

Pernicious anemia and aplastic anemia. 102p. il. (col.) diagr. O '25 N. Y., Wm. Wood \$2.50

Sienkiewicz, Henryk

"Quo vadis"; a narrative of the time of Nero; tr. from the Polish by Jeremiah Curtin; il. with scenes from the photoplay. 541p. D (Popular copyrights) [c. '96, '97] N. Y., Grosset 75 c.

Speaight, Frank

Beyond the dark; poems. 144p. D '25 N. Y., Putnam \$2

Stehman, J. Warren

The financial history of the American Telephone and Telegraph company. 351p. (3p. bibl.) D (Hart, Schaffner & Marx prize essays in economics) c. Bost., Houghton \$2.50

Scroggie, Rev. W. Graham

Christ, the key to scripture; a study and a method. 56p. D '24 Phil., Sunday School Times Co. apply

Seager, Richard B.

A Cretan coin hoard. 55p. il. S (Numismatic notes & monographs, no. 23) '24 N. Y., Amer. Numismatic Soc., Broadway and 155th St. apply

Shaw, J. F., comp.

Wisconsin Memorial Day annual. 48p. il. O '25 Madison, J. Callahan, State Supt. pap. apply

Sherman, Maurice S., and Smith, Rev. Frederick W.
Resolved, that prohibition is fundamentally wrong; debate. no p. S '25 [Springfield, Mass., G. Doubleday Steere, Myrick Bldg.] pap. apply

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Reflections for music students. 69p. front. (por.) S '24 Phil., Teo. Presser Co. apply

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Tenets of scientific idealism. 30p. O c. Phil., Author, 1706 N. 18th St. pap. apply

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A laboratory outline of Smith's elementary chemis-

try; rev. by James Kendall and others. 121p. il. D '24 N. Y., Century 75 c.

Stevenson, Burton Egbert

A soldier of Virginia; a tale of Colonel Washington and Braddock's defeat. 325p. il. D (Popular copyrights) [c. '01] N. Y., Grosset 75 c.

Stilson, Charles B.

A cavalier of Navarre; tale of pikemen and musketeers. 304p. D c. N. Y., G. Howard Watt, 1819 Broadway \$2

A colorful tale of the days when every man of spirit in France was fighting for or against Navarre.

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The old gospel at the heart of the metropolis. 298p. front. D [c. '25] N. Y., Doran \$2

Sermons by the eminent exponent of fundamental religion, pastor of the Calvary Baptist Church, New York City.

Strong, Harrington

The brand of silence. 255p. D (Chelsea House copyrights) '24 N. Y., Chelsea House 75 c.

Who killed William Drew? 255p. D (Chelsea House copyrights) '25 N. Y., Chelsea House 75 c.

Symonds, Margaret [Mrs. William Wyamer Vaughan]

Out of the past; with an account of Janet Catherine Symonds by Mrs. Walter Leaf. 333p. il. O '25 N. Y., Scribner \$4

Picturing the home life of John Addington Symonds. A chronicle or "family record" written by his daughter.

Tagore, Sir Rabindranath [Ravindranatha Thalsura]

Gora. 413p. D '24 N. Y., Macmillan \$3

A novel of Calcutta some twenty-five years after the Indian mutiny, introducing us to family life among Hindus of the strict Brahmin caste.

Tarkington, Booth, i.e. Newton Booth

The magnificent Ambersons; il. by Arthur William Brown. 516p. D (Popular copyrights) [c. '18, '22] N. Y., Grosset 75 c.

try; rev. by James Kendall and others. 121p. il. D '24 N. Y., Century 75 c.

Strickler, Harry M.

Massanutten, settled by the Pennsylvania pilgrim 1726; the first white settlement in the Shenandoah Valley. .33p. (bibl. footnotes) il. maps O [c. '24] [Harrisburg, Va., Author] pap. \$2

Thomas, William Henry Griffith, D.D.

How to study the four gospels. 48p. (bibs.) D '24 Phil., Sunday School Times Co. apply

Thomson, Francis Andrew, and Ballard, Samuel M.
Geology and gold resources of north central Idaho. 127p. il. maps O (Bur. of mines & geology, bull. no. 7) '24 Moscow, Univ. of Idaho apply

Walker, Jean

Factors contributing to the delinquency of defective girls. various p. (bibl. footnotes) O (Univ. of Cal. pub'ns in psych., v. 3, no. 4) '25 Berkeley, Univ. of Cal. Press pap. 85 c.

Young, Arthur H.

Evaluating personnel work in industry. 12p. O '24 N. Y., Amer. Management Assn. apply

Thomas, Franklin Alonzo

The environmental basis of society. 343p. (12p. bibl.) front. (por.) O (Century social science ser.) c. N. Y., Century \$3
A study in the history of sociological theory by the extension lecturer in sociology at Columbia University.

Tipton, Edna Sibley

Reducing menus for the hostess of to-day; Jack Sprat spreads. 108p. D c. N. Y., Appleton \$1
A handbook of menus for the hostess who would cater to those who are reducing.

Tolkowsky, S.

The gateway of Palestine. 280p. il. c. N. Y., A. & C. Boni \$3

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Surgery of the eye; 2nd ed. 484p. il. (pt. col.) O Phil., Lea & Febiger \$6.50

Totheroh, Dan

Wild birds; a play in three acts. 124p. D '25 c. '22, '25 Garden City, N. Y., Doubleday \$1
A play which won a University of California prize, and has recently been produced at the Cherry Lane Theatre in New York.

Tozzer, Alfred Marston

Social origins and social continuities. 305p. (9p. bibl.) D c. N. Y., Macmillan \$2.50
A course of lectures delivered before the Lowell Institute, Boston, in February, 1924, by the professor of anthropology, Harvard University.

Treves, Sir Frederick

The cradle of the deep; an account of a voyage to the West Indies [new ed.]. 390p. il. maps O '25 N. Y., Dutton \$4

Titus, Harold

Spindrift; a novel of the Great Lakes. 326p. D '25 c. '24, '25 Garden City, N. Y., Doubleday \$2
A man's long struggle to clear his name from the stigma of a crime for which he suffered innocently.

Walker, Sir Norman, M.D.

Introduction to dermatology; 8th rev. ed. 393p. il. (pt. col.) diagrs. O '25 N. Y., Wm. Wood \$7

Wheeler, Sir William Ireland De Courcy, M.D.

Handbook of operative surgery; 4th ed. 457p. il. S '25 N. Y., Wm. Wood \$5.50

Weigall, Arthur Edward Pearse Brome

Ancient Egyptian works of art. 375p. il. Q [n. d.] Bost., Small, Maynard \$15
Largely made up of pictures, but with some descriptive text.

Wilcox, Rev. W. C.

The man from an African jungle. 248p. il. D c. N. Y., Macmillan \$2.50
A story of African exploration by a missionary.

Williams, Valentine [Douglas Valentine Vedette, pseud.]

The man with the clubfoot. 329p. D (Popular copyrights) ['18, '19] N. Y., Grosset 75 c.

Wood, Rev. Charles Travers

The life, letters and religion of St. Paul. 433p. (2p. bibl.) maps O '25 [N. Y., Scribner] \$3.25

A life of St. Paul which interprets his religion in terms of everyday life.

Young, Roland

Actors and others; with an introd. by Ashton Stevens. 92p. il. O [c. '25] Chic., Pascal Covici bds. \$4

Actors and other celebrities caricatured in clever portrait-sketches by the leading man of "The Beggar on Horseback."

Young, Stark

Glamour; essays on the art of the theatre. 218p. D c. N. Y., Scribner \$2
By the dramatic critic on the New York Times.

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Best news stories of 1924, The. Anthony, J. \$2.50 Small, Maynard

Beyond the dark. Speaight, Frank. \$2 Putnam

Biographical cyclopaedia of American women, v. 2. Lee, E. C. Franklin W. Lee Pub. Corp.

Bird guide, The. Reed, C. \$1.25, fab.; \$1.50, bxd. Doubleday

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- Sacrementary, The. Schuster, I. \$4.25
Benziger Bros.
- Scientific eating and health building. Remsburg, G. \$2.50
Author
- Secrets of the salmon. Hewitt, E. \$3
Scribner
- Skyline promenades. Atkinson, J. \$2.50
Knopf
- Snare, The. Sabatini, R. 75c.
Grosset
- So you're going to Italy! Laughlin, C. \$3
Houghton
- Social origins and social continuities. Tozzer, A. \$2.50
Macmillan
- Soldier of Virginia, A. Stevenson, B. 75c.
Grosset
- Some Japanese artists. Noguchi, Yoné. \$1.25
Theosophical Press
- Songs, stories, recitations, given at the Clover Club. Campbell, J. \$5
D. D. Nickerson & Co.
- Spanish drill book. Leonard, H. 67c.
Globe Bk. Co.
- Spectacular kid, The. Horton, R. 75c.
Chelsea House
- Spindrift. Titus, H. \$2
Doubleday
- Spring and summer festivals. Banta, N. 40c.
A. Flanagan
- Starkendon quest, The. Collins, G. \$2
McBride
- Study of war, A. Custance, Admr. Sir R. Neville. \$3.50
Houghton
- Surgery of the eye. Torok, E. \$6.50
Lea & Febiger
- Surgical handicraft. Pye, W. \$7
Wm. Wood
- Systematic pomology. Hedrick, U. \$4
Macmillan
- Technique of the one-act play, The. \$2
Fordham Univ. Press
- Theosophy the interpreter. Tinaragadasa, C. apply
Theosophical Press
- Three Mulla-mulgars, The. de la Mare, W. \$2.50
Knopf
- Too much efficiency. Rath, E. J. \$2
G. Howard Watt
- Top of the world, The. Dell, E. M. 75c.
Grosset
- Trails and summits of the White Mountains. O'Kane, W. \$2.50
Houghton
- Travels in Spain. Marden, P. \$2.25
Houghton
- Trouble Range. Sanders, C. \$2
G. Howard Watt
- Unseen acres. Golden, H. 75c.
Chelsea House
- Vanished Arcadia, A. Graham, R. \$3
Dial Press
- Vision of desire, The. 75c.
Grosset
- Ways of a business woman, The. \$1
Gage Pr. Co.
- Ways to better English. Briggs, T. \$1.36
Ginn
- What I believe. Russell, B. \$1
Dutton
- What men live by. Cabot, R. \$1.50
Houghton
- Who killed William Drew? Strong, H. 75c.
Chelsea House
- Wild birds; a play. Totheroh, D. \$1
Doubleday
- Wisdom of the Hebrews, The. Brown, B. \$2.50
Brentano's
- X-ray atlas of the normal and abnormal structures of the body, An. McKendrick, A. \$10
Wm. Wood



Old and Rare Books



Edited by Frederick M. Hopkins

ASOUVENIR of the centenary of R. D. Blackmore's birth is announced by Sampson Low of London entitled "Lorna Doone Country" with pictures in color and text by Alfred Vowles.

THE destruction by fire of the home of Mrs. George Winthrop Folsom at Lenox, Mass., carried with it a splendid library of 10,000 volumes, among them priceless manuscripts and rare editions.

THE Robert Hoe library sold at the Anderson Galleries in 1911-12 brought \$1,932,056.60, and for more than a decade held the record of being the most valuable library ever dispersed at public sale. This distinction now passes to the Britwell Court Library, whose 19 parts now dispersed has reached a total of \$2,460,330.

MESSRS. Ernest Benn of London are bringing out immediately Stanley Morrison's monograph on "Modern Fine Printing." The volume is devoted to the fine work which has been issued during the present decade, in many cases in very limited editions, from a number of distinguished literary and commercial presses in England, America, France, Germany, Italy, and Scandinavia.

THE Welsh library of Henry Blackwell, the well-known bookbinder of this city, will be sold at the Anderson Galleries May 18. This portion of Mr. Blackwell's library contains books by natives of Wales and concerning Wales, and many important works of early English literature. There are first editions of Dr. Samuel Johnson, the works of Roger Williams, and a great variety of books on biography, drama, history and genealogy. To students

of ancient Britain, with its fascinating legendary lore; to the librarians of public and university libraries; and to historical societies and private collectors, this sale provides a great opportunity to acquire rare and interesting works on ancient British themes.

MAGGS BROTHERS of London announce the publication of a "Catalogue of the Miniatures Belonging to the Duke of Berwick and Alba," by Don Joaquin Ezquerro del Bayo, with 33 plates, 13 in color, of most of the important miniatures, a small folio bound in leather. This catalog of 180 pages has been privately printed for the Duke of Berwick and Alba and richly illustrated to make his collection of portrait miniatures known to the general public. The collection is rich in portraits of the Stuart family, and comprises among the artists the following names: Bell, Bouron, Bozzolini, Comte, Corbet, Corro, Fontenay, De Craene, Dubois, Englehart, Garneray, Isabey, Lens, Marras, Pommayrac, Rivero, Singry, Thomson, Velentino, and West. Surely here is a catalog that will be of interest to all collectors of miniatures.

COLUMBIA COUNTY has within its borders many historical houses and now comes the announcement that it is to have a "House of History," whose rooms are to be dedicated to the county's famous men. Among them are Martin Van Buren, eighth president of the United States; Robert Fulton, the inventor; R. R. Livingston, the statesman, and others. In this house the Columbia County Historical Society will create a museum containing furniture, handiwork, personal belongings of famous men and women of the country, old records, deeds, letters, and manuscripts

and books. There will be a president's room, a governor's room, a statesman's room, inventor's room, and one for soldiers and sailors. The house selected is the old Kinderhook farmhouse built by James Vanderpoel and commonly known as the Burt House. The society which started with four members now has over 900 members, and it appears that the "House of History" will be opened in about a year.

MRS EDWARD S. HARKNESS of this city has presented to the Yale University library the note-book kept by Nathan Hale, a rare addition to the memorabilia of Hale, a member of the class of 1773. The notebook, or account book, is an autograph record kept by Hale as captain of his company showing equipment issued to his men. It contains 136 receipts, dated June 27 to August 31, 1776, written in his hand and signed by the soldiers, constituting a fairly complete muster roll. Several pages of accounts are for money, clothing and the like. After Hale's death this diary passed into the hands of Alice Adams Ripley, his step-sister, then a widow, to whom it is supposed that he was engaged. She used its blank pages on which to write poems and record her religious thought as well as a diary dated 1782, giving an account of her marriage to William Lawrence. These entries add to the interest of the book and throw light on the private life of Hale and members of his father's family household.

IN the sale of selections from the libraries of the late Bertha L. Bolton of Rochester, N. Y., and the late Viola C. Lyman of Syracuse, N. Y., at the Anderson Galleries in a single session on April 27 some very good prices were realized, the 259 lots bringing \$13,941.50. A copy of the "Rubáiyát of Omar Khayyám," first edition, London, 1859, a fine copy given by Fitzgerald to his housekeeper who has written her name "Bessie Howe" brought \$2,050. Other important lots and prices which they brought were the following: British Poets, 76 vols., 12mo, levant, extra-illustrated, sold for \$770; Lord Byron's "Hebrew Melodies," 8vo, levant by Sangorski & Sutcliffe, London, 1815, first edition, presentation copy from the author, \$195; Conrad's "Twixt Land and Sea Tales," 12mo, cloth, London, 1912, first edition and presentation copy

from the author, \$123; Gay's "Fables," 2 vols., and Aesop's "Fables," 2 vols., together 4 vols., levant by Zaehnsdorf, London, 1793, Stockdale edition, \$110; complete set of Kate Greenaway's "Almanacs," with variations, 25 vols., 16 mo and 24mo, London, 1883-97, as issued, \$150; Keats' "Endymion," 8vo, levant, London, 1818, first edition with half title and publisher's advertisements lacking, \$435; the same author's "Lamia," 12mo, morocco by Rivière, London, 1820, with leaf of errata lacking, first edition, \$140; Poe's "Works," 10 vols., levant, New York, 1903, autograph edition, \$115; *The Germ*, the 4 numbers of Rossetti's magazine, London, 1850, bound by the Doves Bindery, \$200; Shakespeare's "Works," 20 vols., folio, levant, Edinburgh, 1901, the Henley edition extra-illustrated, \$710; Shelley's "The Cenci," 8vo, levant by Zaehnsdorf, Italy, 1819, first edition, \$320; Stevenson's "Works," 26 vols., 8vo, half levant, New York, 1895-1907, Thistle edition, \$145; Symond's "The Renaissance in Italy," 7 vols., 8vo, levant by Rivière, London, 1875-86, first editions, \$200; and Thackeray's "Vanity Fair," original 20 parts in 19, original yellow wrappers, London, 1847-48, fair copy, \$425; and a complete set of the Kelm-scott Press publications, 53 vols., sold separately but aggregating \$2,725.

Auction Calendar

Monday afternoon, May 18th, at 2:30. The Welsh library of Henry Blackwell, New York City. (Items 393.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Autographs. (No. 7794; Items 154.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.
 Books about books. George P. Humphrey, 65 Spring St., Rochester, N. Y.
 Books on sports. Frank C. Brown, 44 Bromfield St., Boston, Mass.
 Fine and rare books. (No. 37; Items 537.) N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit.

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BOOKS WANTED

A. B. C., care of Publishers' Weekly

Railway Signal Engineer (now Railway Signaling), 1908-1919.
 Conflict of Notes and Laws, by Lorenzen.
 Dunn's Review, vols. 1-5.
 Hunt's Merchants Magazine, vols. 1-63.
 Review of Economic Statistics 1919-23, Harvard.

Adairs Bkstore, 1715 Champa, Denver, Colo.

Dr. Guns, Old Edition.
 Ellingwood, New Amer. Materia Medica, Therapeutics and Pharmacognany.

Aladdin Bk. & Brass Shop, 205 Trumbull St., Hartford, Conn.

Review Copies Latest Fiction.

Albany Pub. Lib., Cor. Washington & Dove Sts., Albany, N. Y.

McFadden & Oswald, Fasting, hydrophy and exercise, Physical Culture Pub. Co.

Aldine Bk. Shop, 1803 Sansom St., Philadelphia
 Promotion of the Admiral, Roberts.
 Education Henry Adams, secondhand copy.
 Sonnets from Paronomasian and other languages commencing with P, Ewing.

Amer. Bap. Pub. Soc., 1107 McGee, Kansas City, Mo.
 The Sermon Bible, complete set, 12 vols.
 Matthew Henry's Commentary.
 The Pulpit Commentary, 51 vols.
 Robertson's The Sayings of Jesus.
 The Ascent of Man, by Drummond.
 Spurgeon's Expository Encyclopedia, 20 large vols., pub. Presby. Board of Publication.

American Library Service, 500 Fifth Ave., New York
 Durham, Burden of the Balkans.
 Pollett, Speaker of the House of Rep.
 Lucas, Good Company, 1st ed.
 Mansfield, In a German Pension.
 Noel, Labour Party.
 O'Brien, Story of the Sun.
 Russell, These Shifting Scenes.
 Thwing, How to Get on in the World.
 Temple, East Tenn. and the Civil War.
 Thompson, From the Cotton Field to the Cotton Mill.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Protestantism and Catholicism Compared, English trans., by Balmes.
 First printing Hart's American Nation, 27 vols.

Argus Bk. Shop, 434 S. Wabash Ave., Chicago
 Bancroft's History of Central America.

Ark. Bk. Exchange, 105 Main St., Little Rock, Ark.
 McGuffey's 1st, 2nd, 4th Readers, early copyrights.
 Scott's Napoleon, old edn., good type.
 Cornell's Geographies, elementary, intermediate and advanced eds., 1840 to 1860.
 Geographical History, old leather bound.
 Twain, Mark, Tom Sawyer, ill., 8 vo., about 1887.
 Huckleberry Finn, ill., 8 vo., about 1887.
 Arkansas, anything on.

A. S. Arnold, Metuchen, N. J.
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.
 W. M. Bains, 1213 Market St., Philadelphia
 Graves, On English Poetry.

Wm. Ballantyne, 1409 F St. N. W., Wash., D. C.
 Hastings, Great Texts of the Bible, St. Matthew, St. Mark, Acts, Corinthians, 2 volumes.

J. E. Banks, Ambridge, Pa.
 Encyclopedia Britannica.

Barker's Art Store, 405 E. Adams, Springfield, Ill.
 Beveredge, Life of John Marshall.
 Damos, Life of Lincoln.
 Whitney, On the Circuit with Lincoln.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass
 De Mille, The Dodge Club.
 Lewis, Genesis of Hamlet.
 Anything on Charades.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York
 Schofield's General Telegraph A B C 5th Improved.
 Peterson, Banking, Sampler's Code.
 Western Union, Lieber 5-Letter Codes.
 Any American-Foreign Language Code.

A. F. Bird, 22 Bedford St., Strand, London, W.C.2.
 Ethel Lynn, All Quiet.
 Along the Potomac and other poems, 1879.

W. P. Blessing Co., 208 S. Wabash Ave., Chicago, Ill.
 Mencken, Ventures into Verse, 1903.

BOOKS WANTED—Continued

Bobbs-Merrill Co., 185 Madison Ave., New York
 Captain Debonnair, by Farquar Payson.

The Book Corner, Madison, Wis.

Howe, Wisconsin: An Experiment in Democracy.
 Sanders Spelling Book, 1860 to 1865.

Book Service, 837 East 10th St., New York
 Complete Wks. of Eugene O'Neill, 2 vols., 2 sets.

The Book Shelf, 15 Garfield Pl., Cincinnati, O.
 McAllisters Grove.
 Practical Psychology, by Benedict.
 Marse Chan, by Page.

The Bookshop, 212 W. Third St., Davenport, Iowa
 Complete Works of Bill Nye.

The Book Shop, 219 N. Second St., Harrisburg, Pa.
 Devon, Its Moorlands, Streams and Coasts, Northcote.

The Book Shop, 716 Church St., Nashville, Tenn.
 C. T. Brady's Island of Regeneration.

The Booke Shop, 4 Market Sq., Providence, R. I.
 McFee, Port Said Miscellany.

Brentano's, 218 S. Wabash Ave., Chicago

Historic N. Y. During Two Cent., Putnam, 1878.
 Horse Packing, Post.
 Ibsen's Letters, trans. Laurvik, Duffield.
 Hoggs Poems, pub. LeRoy Phillips.
 Francis Browns Poems, clo., McClurg.
 Cruise of the Dream Ship, Stock, D. P.
 Crossing Familiar Paths, pub. about 1890.
 Blue Grass Reg. of Ky., Allen.
 Candy Making Revolutionized, Hall.
 Society in America, Martineau.
 Fear and Conventionality, Parsons.
 The Cheerful Cherub (s), pub. Covici-McGee.
 Madame X, reprint ed.
 Mr. Squem, Taylor, pub. Doran.
 Wonderful Romance, deCoulevain.
 Schools and Masters of Fence, Castle.
 Foil and Sabre, Rondelle.
 Emblems of Fidelity, Allen.
 The Book of Today, Brisbane.
 In the Days of the Canada Co., Lizars.

Brentano's, Fifth Ave. & 27th St., New York

The Diary of Aaron Burr.
 Humboldt, Aspects of Nature.
 Loftus, Chaldaea and Susiana.
 Fraser, Assyria and Mesopotamia.
 Chesney, Euphrates Expedition.
 Arrian, Expedition of Alexander.
 Rich, Second Memoir on Babylon.
 Heeren, Asiatic Nations.
 Ainsworth, Researches in Mesopotamia.
 Niebuhr, Description of Arabia.
 Vaux, Nineveh and Persepolis.
 Strabo, Ancient History.
 Ptolemy, Ancient History or Geography.
 Rich, Kurdistan.
 Ker Porter's Travels.
 Kinneir, Persian Empire.
 Pliny, 2 vols.
 Diodorus.
 Ferguson, Palaces of Nineveh.
 Amyntas, History of Alexander.
 Falkener, Daedalus.
 Brunk, Analecta.
 Larcher, Ancient History.
 Ctesias, Greek Historian.
 Berosus, History.
 Nicholas of Damascus.
 Justin.

Brick Row Bk. Shop, 104 High St., New Haven, Conn.

Robinson, Elementary Law.
 Macmichael, Gold-Headed Cane, 1854 edn.
 Erasmus, Praise of Folly (in Latin).
 Machen, Ornaments in Jade, 1st edn.
 Kate Chopin, Short Stories.
 Sherwood Anderson, Horses and Men, 1st edn.
 Kasenklever, Mankind.
 Lounsbury, Usage in English.
 Emily Dickinson, Poems, 1st edn.; Life and Letters, 1st edn.

Bridgman & Lyman, 108 Main St., Northampton, Mass.
 Freeman, Social Decay and Regeneration, 2 copies.
 Williamson, Set in Silver.

Bridgman & Lyman—Continued

Old Songs in French and English, illus. by Rie Cramer.
 Liberal College, by Richardson.

Brockmann's, Charlotte, North Carolina
 Poteat, A Greatheart of the South.

Herbert R. Brown, 70 5th Ave., New York
 Any vols. Riverside Press, series printed by Bruce Rogers.

Brown Bk. Shop, 623 State St., Madison, Wis.
 Percy Mackaye, Mater.

Burner's Bk. Shop, 628 Valley Rd., Upper Montclair, N. J.

Strathmore, by Ouida.
 Autobiography of Mark Rutherford.

Burrows Bros. Co., 633 Euclid Ave., Cleveland
 Complete Cook Book, by Harland.
 Our Bible, by H. L. Willet.
 Mushrooms, by Atkinson.
 Music of the Wild, by Gene S. Porter.

Cadmus Bk. Shop, 312 W. 34th St., New York
 Life of Gen. George Dashiell Bayard, Putnam, 1874.
 Cockery, Munster Twilight.

Callahan Bk. Co., 164 S. Main, Salt Lake City, Utah
 Patience Worth, Yost.
 Current History for 1919 and 1924.

The Path that Brought a Protestant Lawyer to the Catholic Church, Burnett.

Campion & Co., 126 So. 16th St., Philadelphia
 Picking Winners With Major Miles, Yates.
 Hugo's Shakespeare.
 Napoleon and His Marshals.
 Mere Sentiment, Dawson.
 Philosophy of Goethe's Faust, by Davidson.
 Florida Enchantments, by Dimock.
 History of Gwynedd Valley.
 Etching and Etchers, by Philip G. Hamerton.

Carson Pirie Scott & Co., 1 S. State St., Chicago
 Red Saunders Pets and Others Critics.

Hoyt Case, 21 E. 61st St., New York

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 McFee, Letters from an Ocean Tramp, Aliens, first American.
 Thoreau, Walden, first issue.
 France, The Reine Pedauque, Pape ills.
 Dreiser, Sister Carrie.

Celebrated Authors Society, 723 7th Ave., New York
 Laura Jean Libbey and Maurice LeBlanc Stories.

Centaur Bk. Shop, 1224 Chancellor St., Philadelphia
 John Gray, Silver Prints.
 Krehbill, Tales in Wagnerian Drama.
 Codman, Arnold Expedition in Quebec, Macmillan.
 Edwin Arlington Robinson, Dionysus in Doubt, lim. edition.
 James Branch Cabell, The Certain Hour, first edition; The Eagles Shadow, first edition, first state; Cords of Vanity, issue of October, 1921; Jurgen, 8th printing.
 Mary Dixon Thayer, Confessions of a Debutante, Dorrance.

Central Bk. Co., 93 Nassau St., N. Y. C.
 Madam Ghesiri, Fortune Telling Book.

G. M. Chandler, 75 E. Van Buren St., Chicago
 Baum, F. Mother Goose in Prose, 1st ed., 1905.
 Burpee, Search for the Western Sea.
 Nineteenth of April, lim. ed.
 Powys, Visions and Revisions.
 Ross, Alex., Fur Hunters, 2 v., 1st ed.
 Scott, Hist. of the Oregon Country, 6 vols.
 Taylor, Hannis, Growth of Amer. Constitution.
 Union Pacific Reports, pub. by Govt., 13 v.
 Washington's Life, by Marshall.
 Washington's Life, by Lossing.
 Washington's Life, by Sparks.
 Spencer, Man versus the State.

The Chicago Tribune Library, Chicago
 Wright, Emily, From the Lakes to the Gulf, Chicago, R. R. Donnelly, 1884, issued by Illinois Central R. R. Co.

BOOKS WANTED—Continued

City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis
Used books on Freemasonry, prices reasonable.
Roget's Synonyms and Antonyms.

A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.
Custer, My Life on Plains.
Rogers, Fundamental of Newspaper Bldg., 1922.
Leonard, Zenas, Narrative, ed. Wagner, 1904.
National Geog. Mag., 1906-1915, or long run.
Campbell and Dunn, Child's First Book, 1864.
Burns, Robt., Life of, Henley and Henderson.
Selous, Hunting Trips in Br. N. A.
Wislizenus, Tour to Northern Mexico, 1848.
Moses, Illinois, Historical and Statistical, 2 vols.

Cleveland Pub. Lib., 325 Superior Ave., Cleveland, O.
Architectural Details From the Classic Renaissance Periods.

Armstedt, H. W., Artistic Anatomy of the Horse.
Borgmeyer, C. L., Master Impressionists.
Buck, J. H., Old Plate; Its Makers and Marks; new and enl. ed.
Cavanagh, Michael, Memoir of Thomas F. Meagher.
Cellini, Benvenuto, Treatises on Goldsmithing, etc., tr. by C. R. Ashbee.
Century Ass'n., N. Y., J. Alden Weir; an Appreciation of His Life and Works, ed. by Josiah B. Miller.

Chandler, Joseph E., Colonial Architecture of Maryland, Pennsylvania, Virginia.
Chapin, Howard M., Cameo Portraiture in America.
Fawcett, M. G., Five Famous French Women.
Gallatin, A. E., Paulanship; a Critical Essay on His Sculpture and an Iconography.
Johnson, Alfred E., The Russian Ballet.
Lamborn, Robt. H., Mexican Painting and Painters; a brief sketch of the development of the Spanish Painting in Mexico.

Lethaby, W. R., and Swainson, H., The Church of Sancta Sophia, Constantinople.
Long, Robt. Cary, Ancient Architecture of America; its historical value and parallelism of development with the architecture of the Old World, a discourse delivered before the N. Y. Historical Society, Apr. 3, 1849.
Loubat, J. F., Medallic History of the U. S., 1776-1876, 2v.

Lundy, Benjamin, Life, Travels and Opinions of Benjamin Lundy.
Marks, Percy L., Principles of Planning.
Mayo, Robert, Political Sketches of Eight Years in Washington.

Ryley, M. Beresford, Queens of the Renaissance.
Smith, Jules Andre, In France With the American Expeditionary Forces; a book of drawings.
Stephens, Henry, Comic Natural History of the Human Race.
Torrey, Julia W., Old Sheffield Plate; Its Technique and History.
Westropp, Hodder M., Handbook of Pottery and Porcelain.

Colesworthy's Bk. Store, 66 Cornhill, Boston Mass.
Homo Sapiens.
Garden at 19.
A. C. Gunter, any.

College Bk. Co., Columbus, Ohio
Whitney, Sanskrit Grammar.

Columbia Univ. Library, New York
Arnold, Matthew, Civilization in the U. S.
Curtis, George T., Life of James Buchanan, volume I only.
Irelan, John R., The Republic, Times of Pierce, vol. 14.
McMaster, John B., History of the People of the United States, 8 volumes.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
Making of Joe, by L. M. Sweet.
Little Old Lady, Brainerd, Century Co.
Tennyson's In Memoriam, by Genung.
Bromley Neighborhood, Mac.
Miss Bagg's Secretary, Burnham H. M. & Co.
The Disassociation of a Personality, by Morton Princes.
Scribner's Magazine, February, 1888.

Community Bk. Shop, Harvard Sq., Cambridge, Mass.
Petrie, Revolutions of Civilization.
Wrenn, Stepsons of France.
Waliszewski, Peter the Great.

Cornell Co-op. Society, Ithaca, N. Y.
Percy McKay, Mater, Macmillan.
Sainte Beuve, Portraits of the 18th Century, 2 vols., Putnam.
Milton, Cornus, illustrated by Rackham, Doubleday.
Irving, Rip Van Winkle, illustrated by Rackham, Doubleday.

T. O. Cramer's Bk. Store, 1321 Grand Ave., Kansas City, Mo.
C. Morgan's Investigation of the Trinity of Plato and of Philo Judaeus, Putnam.

Crews Beggs Dry Goods Co., Pueblo, Colo.
International Encyclopedia, one set, latest edition.

Dauber & Pine, Inc., 83 Fourth Ave., New York
O'Brien, The Diamond Lens and Other Stories.
McCravy, History of So. Carolina.
Waddell, History of Augusta County Co., Carolina.
Paxton, W. M., The Paxton Family.
Westcott, T., The Life of John Fitch, Inventor of the Steamboat.

Rimmer, Wm., Rimmer Art Anatomy.
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Binns, H., The Outline of the World's Literature.
Owen, O. W., Sir Francis Bacon's Cipher Story.
Voltaire, Volume I only.

Harvard Classics, 22, 23, 28, 40.
Shonnard, Frederick, and Spooner, W. W., History of Westchester County, N. Y.
Schoolcraft, Henry R., Western Scenes and Reminiscences, first edition.

Lawrence, The Genealogy of the Family of John Lawrence of Watertown and Groton, Mass.
Clark, Arthur H., The Clipper Ship Era.
Watson, John of Hartford, Conn., and his Descendants.

Frost, John, The Book of the Navy.
Goodrich, F. B., Man Upon the Sea.
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Bourke, J., On the Border with Crook.
Kendall, Geo. W., Narrative of the Texan Santa Fe Expedition.
Munsell's American Genealogist.

Olmstead, F. L., A Journey in the Seaboard Slave States.
Smith, G. A., The Historical Geography of the Holy Land.

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Wonders & Curiosities of the Railway, Wm. Sloane.
John Greenleaf Whittier, His Life, Genius and Writings, pub. by S. C. Griggs & Co., of Chicago, 1884.

Wagnerian Romance, Hall.
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 American Book Prices Current, 1922.
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 Halstead, Adventurous Life and Heroic Deeds of Roosevelt, 1905.
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 National Geographic Magazine, March, 1910.
 Olcott, Country of Scott.
 Rector's Vade Mecum.
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 Roosevelt, The Great Adventure, 1918. Naval War of 1812-1882. Autobiography, 1920.
 Second Life of Mrs. Alexander or Hector.
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 Six Unruly Daughters.
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 Benson, Papers of a Pariah, Longmans.
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 Woole, Desmids, 1884, Green Algae of U. S.
 American Men of Science, 1921.
 Annals of the Amer. Acad. of Soc. & Polit. Science, 1911 cplt. or Sept. No. sep.
 Bailey, Am. Agriculture, 1917.
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 Transact. of the Sect. of Diseases of Children, 1899 to 1903, 1905, 1916.
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 Journ. of Scientific Instruments, 1923, 1924.
 Vannell, Hegel's doctrine, 1896.
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 Scammon, Marine Manuals, 1874.
 Smiles, Chemical Constitution.
 Wilson, Atlas of Fertilization.
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 His Fortunate Grace, Atherton, Johnson & Warner, Philadelphia, 1808.
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 English Reports Reprint, buckram bdg.
 Southern Law Review, old series, vol. 2.
 Ill. Law Review, vol. 1, no. 1; or vol. 1 complete.
 Penn. State Reports, vol. 81; 95; 96.
 Brown, Chicago Drainage Channel and Waterways, 1892.
 Canadian R. R. Commission Reports, vols. 1-6.
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Thirty Years in Hell.

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Porter, Cruise of the U. S. Frigate Essex, Phila.,
any date.

Collins, Wilkie, The Black Robe.

Bergh, A. E., The How Book, A Standard Guide,
1913.

Snider, D. J., System of Shakespeare, 2 vols., 1877.

Smith, J. J., Balance of Fundamental Verity, 1904.

Perkins, Chas. C., Raphael & Michaelangelo, Jas. R.

Osgood, 1878.

Randolph, Sarah N., The Domestic Life of Thomas

Jefferson, Harper's, 1871.

Edwin V. Mitchell, 27 Lewis Street, Hartford, Conn.

Essay on Man, Pope.

Voice in the Rice, Morris.

E. Mundy's B'kshop, 640 S. Warren St., Syracuse,
N. Y.

Kippax, Call of the Stars, Putnam.

Morgan, Angela, Utterance and Other Poems.

Wrench, Lord Lister, His Life and Works, Stokes.

Neighborhood Bk. Shops, 922 Madison Ave., N. Y.

Moore's Life and Correspondence of Byron.

Glenayon, a Novel, 3 vols., 1816.

Memoirs of Lady Morgan, 1862.

Conversations by Thomas Medwin, 1824.

Correspondence of Lord Byron, R. C. Dallas, 1825.

Lady Byron Vindicated, Harriet Beecher Stowe, 1870.

Newark Free Public Library, Newark, N. J.

Maxwell, Short History of Ireland.

D. H. Newhall, 1701 Pershing Sq. Bldg., New York

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Chittenden, Fur Trade, 3 vols.

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Lea, Chloë Malone, Burt.

Barrows, Christianity the World Religion.

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Burton, Lake Regions of Central Africa,, 2 vols.

The Book, 1923, Boston Arch. Club.

Nat'l Tax Assoc. Proceedings, vol. 12.

Journal Applied Psychology, vol. 7, no. 1.

Open Door, vol. 9, nos. 1, 2, 3; vol. 10, no. 1; vol.

13, no. 2.

Jennings, Contributions to Study of Behavior of

Lower Organism.

Gordon, A. C., Jr., Virginian Writers of Fugitive

Verse.

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Simonton, Hell's Playground, reprinted.

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Gideon Wells, Memoirs, vol. 2.

Atlantic Monthly, March., 1901.

Harper's Monthly, Sept., 1902; Jan.-Dec., 1901 incl.

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Growth, Graham Travers.

Mona MacLean, Travers, 4 copies.

Princeton University Library, Princeton, N. J.

Baldwin, James Mark, History of Psychology, vol. 2, 1913.

The Princeton University Store, Princeton, N. J.

Belloc, The Pyrenees, Knopf; please quote.

Dacey, A. V., Privy Council, Macmillan; please quote.

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Miller, E. H. Harriman and the Union Pacific.

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Paine, Life of, by Conway.

Shell Book, Doubleday.

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Scammon, Marine Mammals, 1874.

Winan, Public Speaking.

Wharton, House of Mirth, 1st ed.

B. Quaritch, Ltd., 11 Grafton St., London, W.1., Eng.

Lamb, Essays, Second Series, Phila., 1828.

Langsdorff, Voyages & Travels in the Years, 1803-

1807, 1813.

Leiber, Legal & Political Hermeneutics, 1893.

Lescallier, D., Le Thrône enchanté, 1817.

Loey, Biology and Its Makers.

Loeb, Electrochemistry of Organic Compounds.

Longe, A Refutation of Wages Fund Theory, ed. Hollander.

Longfellow, Hanging of the Crane, P. P., Boston, 1874.

Say, Complete Writings, 2 vols.

Peale's Lepidoptera Americana.

Weidmeyer, Calverly and Edwards, illus. N. Am.

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Christian Science Books and Pamphlets.

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The Art News, vol. 23, no. 28, April 18, 1925.
LeSage, Asmodeus; or The Devil on Two Sticks.
Twain, How to Tell a Story and Other Essays.
Hunt, Talks on Art, 1st series.
Burke's Peerage, About 1860.
Agnew, Sir Andrew, The Agnews of Lacknaw, orig. ed., Edinburgh, 1864.
History of Fitzhugh Family.
Hanna, Ohio Valley Genealogies.
Genealogical Notes of the Barnstable Families: Being a Reprint of the Amos Otis Papers, pub. in the Barnstable Patriot, revised by C. F. Swift, 1888.
Volume of Plates to Cook's Voyages, 2nd ed., Lond., 1785.
Ben Perley Poore, Reminiscences, 2 vols.
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Voltaire, vol. 1, pub. Werner, Ohio.
Wisconsin Magazine of History, vol. 4, nos. 1 & 3.

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Coulevain, Pierre de, The Unknown Isle, trans. by Alys Hallard, Dodd, Mead.
Le Gallienne, Richard, A Jongleur Strayed, pub. Doubleday, Page.
Le Gallienne, Quest of the Golden Girl.
MacGown, Theatre of Tomorrow, pub. Boni & Liveright.

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Henry James' In the Cage.

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Allen, E., Ravello, Murray, 1909.
Balch, T. W., The Brooke Family, Phila., 1899.
Benjamin, Persia and the Persians.
Bernheimer, Boys Club, Baker & Taylor.
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 Dionysius the Areopagite, tr. Parker, 1897.
 Dole, *Our Northern Domain*, Alaska, Page.
 Dimock, *Book on the Tarpon*, Outing Publishing Co.
 Douglas, H. A., *Venice on Foot*.
 Douglas, R. L., *Siena*, London, 1902.
 Earle & Shirven, *Maryland's Colonial Eastern Shore*, Baltimore, 1916.
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 Ellsworth, W. W., *Golden Age of Authors*, Houghton.
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 Valdes, *La Hermana San Sulpicio*, Eng. Trans. only, Crowell, 1890.
 Vasari, G., *Lives of the Painters*, 6 vols., Bohn Lib., Harcourt.
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1874, J. W. Shucker.
Account of the Private Life and Public Services of
Salmon P. Chase, R. B. Warden, Cincinnati, 1874.
Life and Public Services of Edwin V. Stanton, Geo.
C. Graham, 2 vols., Boston, 1890.
Life and Times of Hannibal Hamlin, C. E. Hamlin,
Cambridge, Mass., 1899.

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gate Hill, N. Y., 416 Broome St., 1878.
London, G. Bell and Sons 1879.
London Printed in The Fishing Gazette vol. III in
26 nos. 1879.
London, Printed in The Angler's Journal, W. H.
Allen & Co., in 6 parts, 1883-4.
New York, Dodd, Mead & Co., 1888.
N. Y., Baker & Taylor Co., 740 & 742 Broadway,
1888.
New York, A. L. Burt, pub., 1894, Macmillan,
introd. Lang, 1896.
London, Elliot Stock; New York, Dodd, Mead &
Company, 1897.
New York and Boston, H. M. Caldwell Company,
Library of Famous Authors, 1897.
Boston, Little, Brown & Co., 1898.
New York, The Macmillan Co., Austin Dobson in
the Temple Classics, 1889.
Philadelphia, Lippincott, ed. by Major, 1900.
London, Macmillan, unedited reprint, issued with-
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London, Dent, Austin Dobson, 1902.
Philadelphia, Lippincott, ed. by Dewar, 1902.
London, Methuen, ed. by J. Buchan, 1903.
London, Methuen & Co., illus. Pocket Lib., 2nd
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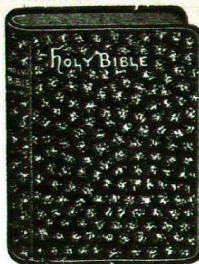
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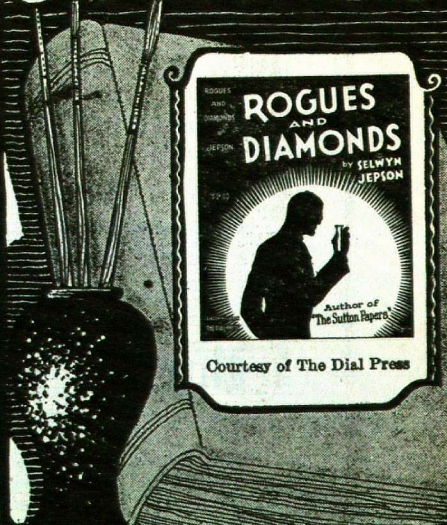
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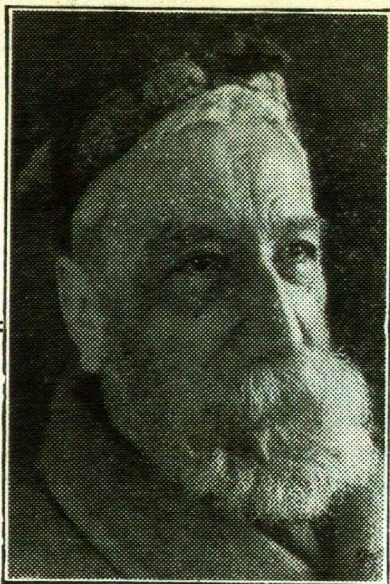
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